

<p>UNITED STATES OF AMERICA GENERAL SERVICES ADMINISTRATION</p> <p>ALLIANT 2 SMALL BUSINESS PRE-PROPOSAL CONFERENCE</p> <p>Washington, D.C. Tuesday, July 12, 2016</p>	<p>1 P R O C E E D I N G S</p> <p>2 (8:02 a.m.)</p> <p>3 MR. COLE: We just got the thumbs up</p> <p>4 from out front. It looks like the line is</p> <p>5 dwindling down, so we'll go ahead and get started.</p> <p>6 We've got a lot of stuff to cover and only a few</p> <p>7 hours to do it in.</p> <p>8 But thanks for showing up. I know it's</p> <p>9 not easy to get here, and then it's even harder to</p> <p>10 get in the building, so we do appreciate your</p> <p>11 being here.</p> <p>12 The seats, I mean, the registration</p> <p>13 filled up, but I'm still seeing a few empty seats.</p> <p>14 Hopefully, we will have some people wandering in a</p> <p>15 little bit later.</p> <p>16 Now, just some administrative stuff to</p> <p>17 cover. You know, we're scheduled for four hours,</p> <p>18 so if you need a break, out the room, turn right,</p> <p>19 right again, go down about 20 feet, and there's</p> <p>20 restrooms down the hall.</p> <p>21 We do have, I do want to bring to</p> <p>22 everybody's attention that we do have a certified</p> <p>Page 3</p>
<p>1 PARTICIPANTS:</p> <p>2 Welcome:</p> <p>3 DEAN COLE Business Management Specialist, ITS</p> <p>4 GWAC Success and Overview:</p> <p>5 MICHAEL McFARLAND Director of Acquisition Operations, ITS</p> <p>6 GWAC Program:</p> <p>7 CASEY KELLEY Acting GWAC Program Director &amp; A2/A2SB Project Manager, ITS</p> <p>8 A2SB RFP Overview:</p> <p>9 GREG BYRD Alliant 2 Small Business Procuring Contracting Officer</p> <p>10</p> <p>11</p> <p>12</p> <p>13 * * * * *</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>Page 2</p>	<p>1 court reporter here taking transcript of today's</p> <p>2 session, and that session will be made available</p> <p>3 on FedBizOps a few days after we wrap up the</p> <p>4 event and we get the transcript and post it.</p> <p>5 I'll just go ahead and introduce the</p> <p>6 group that came with me from Kansas City. By the</p> <p>7 way, I'm Dean Cole. I'm the Business Management</p> <p>8 Specialist out of The Small Business GWAC Division</p> <p>9 at Kansas City, Missouri. We run the VETS</p> <p>10 contract, 8(a) Stars 2 contract, and Alliance</p> <p>11 Small Business.</p> <p>12 We're currently evaluating the VETS 2</p> <p>13 GWAC. As you know, the RFP (inaudible) for A2SB</p> <p>14 or you wouldn't be here. And we're also doing the</p> <p>15 on-ramp evaluations for Stars 2, so we're quite</p> <p>16 busy, but we wanted to make sure that we got out</p> <p>17 and had a chance to talk to everybody regarding</p> <p>18 the A2SB Proposal.</p> <p>19 With me today, we've got Matt Verhulst.</p> <p>20 He's the Director of GWAC Acquisitions. Greg Byrd</p> <p>21 will be talking to you a little bit later. He's</p> <p>22 going to be covering the meat and potatoes of the</p> <p>Page 4</p>

<p>1 pre-proposal conference.</p> <p>2 As you can see, the agenda is up on</p> <p>3 screen. So we do have a couple of guest speakers.</p> <p>4 I'll introduce them as they come up, but I just</p> <p>5 want to make sure I cover everything here.</p> <p>6 Oh, yeah. You guys when you checked in,</p> <p>7 you received index cards. That's for the question</p> <p>8 and answer session. I don't know if they told you</p> <p>9 outside, I'm sure they probably mentioned it, but</p> <p>10 we don't have mics out here, and in the interest</p> <p>11 of time, and making sure we get every question in</p> <p>12 our hands, we ask that everybody write their</p> <p>13 questions down on the index cards. We'll be</p> <p>14 having folks wander around picking those up</p> <p>15 throughout the presentation, or you can just wait</p> <p>16 until we, we will have a break a little bit later</p> <p>17 on. You may hold off until Greg does his part</p> <p>18 because he'll probably answer a lot of the</p> <p>19 questions you have.</p> <p>20 But go ahead. You know, if you're like</p> <p>21 me and I forget things if I don't write them down</p> <p>22 right away, so it might not be a bad idea to at</p> <p style="text-align: right;">Page 5</p>	<p>1 multi-year options.</p> <p>2 Alliant Small Business solutions</p> <p>3 encompass all components of an integrated IT</p> <p>4 solution, including new technologies.</p> <p>5 The GSA Small Business GWAC Center</p> <p>6 currently operates three contracts with</p> <p>7 specialized socioeconomic designations. As Dean</p> <p>8 indicated, we are under recompetition or open</p> <p>9 season for all of them at once. So we're very</p> <p>10 busy right now.</p> <p>11 Each contract is designed to provide a</p> <p>12 streamlined method for agencies to utilize highly</p> <p>13 qualified small businesses to meet their IT needs</p> <p>14 while achieving their agency socioeconomic</p> <p>15 contracting goals.</p> <p>16 Premier among our small business GWACs</p> <p>17 is Alliant Small Business. The Alliant Small</p> <p>18 Business GWAC focuses on providing government</p> <p>19 contract opportunities to a wide range of</p> <p>20 highly-qualified small businesses.</p> <p>21 This small business contract provides</p> <p>22 flexible access to customized IT solutions from a</p> <p style="text-align: right;">Page 7</p>
<p>1 least jot them down.</p> <p>2 I think I pretty much covered the agenda</p> <p>3 and everything I'm going to cover, so without</p> <p>4 further ado, I want to bring up the Director of</p> <p>5 Acquisitions Operations, Michael McFarland. He's</p> <p>6 going to say a few words about our GWAC successes</p> <p>7 over the years.</p> <p>8 Thank you very much. Michael.</p> <p>9 (Applause)</p> <p>10 MR. McFARLAND: Thank you, and welcome</p> <p>11 to the Alliant 2 Small Business Pre-Proposal</p> <p>12 Conference.</p> <p>13 Alliant Small Business is and continues</p> <p>14 to be one of GSA's premiere small business</p> <p>15 information technology vehicles. We're proud that</p> <p>16 Alliant Small Business suppliers are providing</p> <p>17 flexible access to customized IT solutions</p> <p>18 throughout the government.</p> <p>19 Alliant Small Business allows for</p> <p>20 long-term planning for large-scale program</p> <p>21 requirements due to its long -- thank you, Paul --</p> <p>22 due to its long period of performance and</p> <p style="text-align: right;">Page 6</p>	<p>1 diverse pool of nearly 50 industry partners. With</p> <p>2 availability through 2024, Alliant Small Business</p> <p>3 allows for long-term planning of large-scale</p> <p>4 program requirements while strengthening</p> <p>5 opportunities for small businesses.</p> <p>6 In FY15 alone, Alliant Small Business</p> <p>7 received 90 task orders, and over 1.2 billion in</p> <p>8 obligations, which was an increase of 8 percent</p> <p>9 over the previous year.</p> <p>10 Alliant Small Business has been a</p> <p>11 remarkable success for agencies, for you, our</p> <p>12 industry partners, and for GSA. Alliant Small</p> <p>13 Business has quickly become one of the most</p> <p>14 successful small business GWACs in the government.</p> <p>15 For six-and-a-half years of Alliant</p> <p>16 Small Business, 30 or more federal agencies have</p> <p>17 awarded nearly 5 billion in task orders. Alliant</p> <p>18 Small Business has taught us the importance of</p> <p>19 partnerships, education, and training for both our</p> <p>20 agency customers, and our industry partners, and</p> <p>21 customer service in developing and delivering</p> <p>22 successful contract vehicles.</p> <p style="text-align: right;">Page 8</p>

<p>1 The Navy selected Alliant, Alliant Small 2 Business as a mandatory use contracts for IT 3 services, which is just one example of how 4 agencies value the Alliant portfolio of contracts. 5 As a pre-computed vehicle, Alliant Small 6 Business is streamlining the acquisition process 7 for many government agencies. And through this 8 streamlining, agencies save taxpayer dollars, and 9 they can more quickly and efficiently procure 10 needed IT solutions. 11 One thing that has always impressed me 12 since I've gotten here about the Alliant Small 13 Business, and the GWAC Program here at GSA in 14 general, is the amount of collaboration that goes 15 on between all the parties. 16 Success on projects through Alliant 17 Small Business is a three-part partnership - GSA, 18 procuring agencies, and the companies performing 19 the work under the Alliant task orders. 20 The GSA GWAC Program operates using 21 three C's for success: Communication, 22 collaboration, and competition. We will continue</p> <p style="text-align: right;">Page 9</p>	<p>1 mission critical complex IT service requirements, 2 especially for long-term programs. 3 Alliant 2 and Alliant 2 Small Business 4 presolicitation phase has raised the bar in 5 transparency and collaborative processes involving 6 both federal agency and industry partners. 7 The Alliant 2 and Alliant 2 Small 8 Business team performed thorough market research, 9 and laid significant groundwork in the preplanning 10 phase with efforts including an interact group 11 with more than 7,000 members, a publicly- reviewed 12 business case on OMB MAX, meetings with the 13 Coalition for Government Procurement, FSEA 14 (inaudible) Northern Virginia 15 Chapter, the Alliance for Public 16 Sector, Defense Procurement and 17 Acquisition Policy, the Office of 18 Federal Procurement Policy, Small 19 Business Administration, U.S. 20 Department of State, and ACT-IAC. 21 We've had numerous presentations through 22 interested agencies. We have a customer working</p> <p style="text-align: right;">Page 11</p>
<p>1 this for Alliant 2, and Alliant 2 Small Business. 2 The relationships we've built with our 3 government and industry partners have been, and 4 will continue to be, critical to the program's 5 success. 6 I want to thank you for everything all 7 of you have done for both Alliant Small Business, 8 and to help us with this new GWAC, Alliant 2 Small 9 Business. 10 Now, the GSA GWAC Program, leader in 11 government- wide acquisition contracts, having 12 established one of the very first GWACs in the 13 government, the answer contract in 1999, in 14 creating more GWACs than any other federal agency 15 has developed the Alliant 2 and Alliant 2 Small 16 Business solicitations, which were the sequel, the 17 very prominent and successful Alliant Small 18 Business GWACs. 19 ITS couldn't be more excited about the 20 future of our GWAC Program. Alliant 2 and Alliant 21 2 Small Business have been developed to continue 22 to provide support to federal agencies that have</p> <p style="text-align: right;">Page 10</p>	<p>1 group of 30 members from 11 agencies. We have an 2 industry working group with more than 500 3 participants. We've put out two RFIs for industry 4 comments through FedBizOops. 5 We've had two industry days with more 6 than 500 attendees. We've had face-to-face, 7 one-on-one meetings between industry and Alliant 8 2, Alliant 2 Small Business staff with more than 9 350 registrants. 10 The collaborative input and feedback 11 toward the development of Alliant 2 and Alliant 2 12 Small Business this past year has been a major 13 contribution to what we believe is an outstanding 14 final product. Notable enhancements between 15 Alliant and Alliant Small Business, and Alliant 2, 16 Alliant 2 Small Business include scope 17 improvements, standardized information technology, 18 service labor categories, new cyber security 19 standards which are a focus of our administrator, 20 and OMB, new environmental standards, increasing 21 competition for orders which provide savings for 22 agencies, and more opportunities for our industry</p> <p style="text-align: right;">Page 12</p>

<p>1 partners, and the incorporation of required DFARS</p> <p>2 clauses and provisions into the master contract so</p> <p>3 that they automatically flow down to task orders</p> <p>4 issued by DOD agencies.</p> <p>5 We recognize your contributions and your</p> <p>6 providing insights to the changes we've made since</p> <p>7 the first draft RFPs. I'm confident that you will</p> <p>8 be pleased with the final product and the role</p> <p>9 you've each played in it.</p> <p>10 We at GSA cannot overemphasize how the</p> <p>11 collaboration within GSA with our customer</p> <p>12 agencies, and with our industry partners while</p> <p>13 doing market research, and in planning future</p> <p>14 solicitations and innovations is key to being sure</p> <p>15 what we want to do is vetted, is on the right</p> <p>16 track, and considers all viewpoints.</p> <p>17 The Alliant 2, Alliant 2 Small Business</p> <p>18 collaborative process is the lodestar by which ITS</p> <p>19 is guiding the development of our other contract</p> <p>20 offerings. ITS is committed to keep our</p> <p>21 contracts, including Alliant 2 Small Business,</p> <p>22 with sharing, growing, and evolving in the new</p> <p style="text-align: right;">Page 13</p>	<p>1 traditionally don't do. I much prefer speaking</p> <p>2 extemporaneously, but I guess I'm, through me what</p> <p>3 you'll see, hopefully see is the conduit that I</p> <p>4 present the passion to the team that represents</p> <p>5 the GWAC Program, both contracting and</p> <p>6 programming.</p> <p>7 So with that, I just want to share my</p> <p>8 words here. So, first, I want to thank industry</p> <p>9 for their participation today and for attending.</p> <p>10 I want to thank Michael and GSA leadership for</p> <p>11 their support, specifically, Tom Sharpe, Kevin</p> <p>12 Youl-Page, Mary Davie, Kay Ealy, Bill Zelinski,</p> <p>13 Michael McFarland, Maynard Crumm, and Randy</p> <p>14 Burleson. That's the leadership that has</p> <p>15 supported us to get to this point here today.</p> <p>16 A special thanks to John Cavadias, and</p> <p>17 Greg Byrd, the procuring contracting officers, for</p> <p>18 their leadership. If not for their leadership,</p> <p>19 you don't have the collaboration, the transparency</p> <p>20 that you've seen through this process to date.</p> <p>21 And, finally, a special thanks to all</p> <p>22 A2, Alliant 2, Alliant 2 Small Business team</p> <p style="text-align: right;">Page 15</p>
<p>1 marketplace.</p> <p>2 And now, I'd like to turn you over to</p> <p>3 Casey Kelley, the Director of the GWAC Program at</p> <p>4 ITS. Thank you.</p> <p>5 (Applause)</p> <p>6 MR. KELLEY: Good morning everybody. My</p> <p>7 name is Casey Kelley. I'm the current acting</p> <p>8 Director for the GWAC Program for (inaudible) GSA.</p> <p>9 Part of that I was the Enterprise GWAC Division</p> <p>10 Director in San Diego, and also the Program</p> <p>11 Manager for Alliant, the current Alliant contract.</p> <p>12 So since then, I've been the program</p> <p>13 manager for the Alliant 2, Alliant 2 Small</p> <p>14 Business GWACs, and have worked with this team</p> <p>15 that has gotten us to this stage today.</p> <p>16 So I was flattered when Greg and Matt</p> <p>17 asked me to come and say a few words. So those of</p> <p>18 you who know me know I can talk, so I committed</p> <p>19 that I would only talk for less than five minutes.</p> <p>20 I brought it down a little, some notes what I</p> <p>21 wanted to say yesterday morning at the airport,</p> <p>22 and so I want to just speak from this which I</p> <p style="text-align: right;">Page 14</p>	<p>1 members who I'm not going to list, but you know</p> <p>2 who they are, and the impact that they've had to</p> <p>3 this, this whole acquisition to this, for this</p> <p>4 process.</p> <p>5 There's a saying in business, in</p> <p>6 investing that goes something like this. Past</p> <p>7 performance is no indicator of future success.</p> <p>8 That may be if there is no coincidence why there</p> <p>9 are so many people here today and tomorrow, and</p> <p>10 also on the virtual call that this team has set up</p> <p>11 for next Monday.</p> <p>12 The expectation for Alliant 2, Alliant 2</p> <p>13 Small Business to be as successful, if not more</p> <p>14 successful, than the current Alliant, Alliant</p> <p>15 Small Business GWACs, which have done \$34 billion</p> <p>16 to date by over 60 agencies combined are high, and</p> <p>17 that they should be.</p> <p>18 Those expectations were high when this</p> <p>19 team began market research in the acquisition</p> <p>20 planning process over three years ago. And this</p> <p>21 team has delivered in creating what I believe</p> <p>22 personally is an even better contract from the</p> <p style="text-align: right;">Page 16</p>

<p>1 current Alliant, Alliant Small Business contracts, 2 and that's saying a lot because there was a lot of 3 blood, sweat, and tears in those contracts for any 4 of you incumbent small businesses out there on 5 those know firsthand.</p> <p>6 The team didn't construct, 7 quote/unquote, construct, this contract, Alliant 2 8 Small Business, or Alliant 2. What they did was 9 they created these contracts. And it's very 10 important to know the difference between those two 11 words, create and construct.</p> <p>12 When you create something, your love for 13 what you are doing begins at inception, and it's 14 constant throughout. Whereas, when you construct 15 something, your love is contingent upon what that 16 final outcome is.</p> <p>17 This culture within the GSA GWAC 18 organization is one of creativity, passion, and 19 excellence. Everyone here loves the mission of 20 the GSA GWAC organization, and the opportunity to 21 make a difference by serving our country, by 22 helping all agencies acquire the greatest IT</p> <p style="text-align: right;">Page 17</p>	<p>1 contracts, nor the collaboration with government, 2 and knowing how committed our team is to 3 continuing improving our performance, I have zero 4 doubt that Alliant 2, Alliant 2 Small Business 5 will even be more successful than the current 6 Alliant, Alliant Small Business GWACs.</p> <p>7 Yes, it is true that past performance is 8 no indicator of future success. However, I have 9 no doubt that Alliant 2 and Alliant 2 Small 10 Business will be successful.</p> <p>11 I personally wish each of you could 12 decide to compete on this GWAC here, or on the 13 unrestricted Alliant 2 GWAC. I wish each of you 14 to join us for this journey, and the best of luck, 15 and I look forward to working with those of you 16 who are successful in helping you best meet the 17 needs of our customers working together for the 18 next several years.</p> <p>19 So as I said, I hate reading. It's 20 really not my style. You out there in this 21 audience, you're the difference makers. At the 22 end of the day, it's you that are delivering the</p> <p style="text-align: right;">Page 19</p>
<p>1 service solutions better, faster, and cheaper.</p> <p>2 It is that came passion that leads to an 3 acquisition process in customer service that is 4 unprecedented in terms of engaging with customers 5 and industry to create an excellent product in the 6 end.</p> <p>7 As Michael alluded to, internet posts, 8 RFIs, draft RFPs, industry days, face-to-face, 9 one-on-ones, and now having these pre-proposal 10 conferences have all resulted in a very thoughtful 11 final product that has taken into consideration 12 input and feedback from thousands of questions of 13 which all were considered, and more than some even 14 implemented.</p> <p>15 I personally have never been more proud 16 of working with such a fine group of men and women 17 who are all committed to excellence and making a 18 difference. Knowing myself firsthand how 19 successful Alliant, Alliance Small Business have 20 done after a rocky start seven-and-a-half years 21 ago, with nowhere near the collaboration with 22 industry that we've seen today under these two</p> <p style="text-align: right;">Page 18</p>	<p>1 solutions to our customers that we're trying to 2 attract.</p> <p>3 Hopefully, what we've put together to 4 date is something that you'll respect and honor, 5 the effort that's been put into it, and I'm hoping 6 those of you who are successful, those 80-plus 7 primes, plus ties continue that same passion that 8 the current incumbents under Alliant 2, I'm sorry, 9 that the current incumbents under Alliant Small 10 Business have performed to day to help us continue 11 that same legacy that we started seven-and-a-half 12 years ago. So thank you.</p> <p>13 (Applause)</p> <p>14 MR. BYRD:: : Yeah, I don't want to 15 drink your water. Good morning, everyone. Well, 16 this portion -- I'm actually going to only be 17 spending about 30 minutes, and what I'm going to 18 focus on in that 30 minutes is probably what's 19 most interesting to you guys is I am going to 20 concentrate on Section L and the proposal 21 requirements.</p> <p>22 But before I get started, there is, I'm</p> <p style="text-align: right;">Page 20</p>

<p>1 going to give an opening statement, and I'm going</p> <p>2 to just read it verbatim.</p> <p>3 Today, in response to questions, I will</p> <p>4 be speaking -- and I don't have my reading</p> <p>5 glasses. Left them in the hotel. I will be</p> <p>6 speaking about the A2SB RFP. If there is a</p> <p>7 difference between what is said today and the</p> <p>8 written language of the RFP, the written language</p> <p>9 of the RFP governs.</p> <p>10 Only an RFP amendment posted on</p> <p>11 FedBizOps can change the RFP.</p> <p>12 Now I'm very pleased to be visiting with</p> <p>13 you today at this pre-proposal conference -- I'm</p> <p>14 so sorry. As has been illustrated by previous</p> <p>15 speakers, GSA has been successfully and</p> <p>16 thoughtfully partnering with industry on GWACs and</p> <p>17 A2SB in leading the way with the future for</p> <p>18 federal information technology acquisition.</p> <p>19 As the procuring contracting officer for</p> <p>20 A2SB, what I want to accomplish today is to share</p> <p>21 an overview of the RFP structure, to reply to some</p> <p>22 of the questions asked today and were sent to</p> <p style="text-align: right;">Page 21</p>	<p>1 M at the end, but mostly on L.</p> <p>2 So as far as the A2SB contract is</p> <p>3 concerned, or the solicitation, it is a multiple</p> <p>4 award indefinite delivery, indefinite quantity</p> <p>5 contract for IT services, and IT services- based</p> <p>6 solutions. It is a total small business</p> <p>7 set-aside. The NAICS code is 541512, and the</p> <p>8 associated small business size standard is 27.5</p> <p>9 million.</p> <p>10 Now, what I would like to say about that</p> <p>11 is that this is -- what I'm going to do throughout</p> <p>12 this is I'm going to weave answers to questions</p> <p>13 that I have gotten already since the issuance of</p> <p>14 the RFP. So I'll do it conversationally as I'm</p> <p>15 giving this presentation.</p> <p>16 And here is one of the questions</p> <p>17 actually. As far as the NAICS code is concerned,</p> <p>18 you know, we have, there were huge changes between</p> <p>19 the draft RFPs and the final RFP. Probably one of</p> <p>20 the biggest changes in that is because of the NDAA</p> <p>21 of 2016 allowing for a contract teaming</p> <p>22 arrangements, and the members of those teams</p> <p style="text-align: right;">Page 23</p>
<p>1 A2SB@gsa.gov, and to also reply to some of the</p> <p>2 questions that will be submitted on index cards</p> <p>3 here in this meeting.</p> <p>4 Regarding questions and responses,</p> <p>5 please recall that GSA reserves the right to</p> <p>6 publicly discuss, and publish, or simply consider</p> <p>7 questions and comments regarding the RFP.</p> <p>8 That said, in the time available today,</p> <p>9 it is not possible to address every question</p> <p>10 asked, but I will touch on some that have been</p> <p>11 asked frequently or stand out.</p> <p>12 You can expect one or more rounds of</p> <p>13 questions and responses to be published on</p> <p>14 FedBizOps, including those that are covered</p> <p>15 today. Please remember, the A2SB procuring</p> <p>16 contracting officer is the sole point of contact</p> <p>17 for the procurement, and can be reached at</p> <p>18 A2SB@gsa.gov. Boy, that was painful.</p> <p>19 So, as I said earlier, I can't walk</p> <p>20 around because I got to stay in front of this</p> <p>21 microphone. But as I said earlier, I'm going to</p> <p>22 be focusing on Section L. A little bit of Section</p> <p style="text-align: right;">Page 22</p>	<p>1 whether JVs, or prime, and a team of</p> <p>2 subcontractors to be able to use their individual</p> <p>3 experience for members of the joint venture, or</p> <p>4 the prime and team of subcontractors.</p> <p>5 As you know, each one of those members</p> <p>6 of those CTAs have to be small businesses, and the</p> <p>7 NAICS code that counts to those small businesses</p> <p>8 is 54152. So you can't use other NAICS codes that</p> <p>9 the contract is not using to determine whether</p> <p>10 they're a small business.</p> <p>11 For instance, employee counts, other</p> <p>12 NAICS codes that use employee accounts, they have</p> <p>13 to be small under the NAICS under the contract.</p> <p>14 It is a base period of five years, one</p> <p>15 five-year option, so it'd be a, the code, the</p> <p>16 total term of the contract will be ten years. It</p> <p>17 is worldwide geographic scope, and allows for all</p> <p>18 contract types, which as you see in the</p> <p>19 evaluations because of the types of contracts,</p> <p>20 especially our experience on Alliant Small</p> <p>21 Business, you know, you'll see some emphasis on</p> <p>22 some types of contracts, especially cost</p> <p style="text-align: right;">Page 24</p>

<p>1 reimbursement contracts, primarily because upwards 2 of more than 30 percent of our task order awards 3 on Alliant Small Business have been cost 4 reimbursement contracting. And that is 5 by-the-book cost reimbursement contracting. It 6 doesn't include time and materials, or labor hour, 7 any of that.</p> <p>8 So if we go to the next slide. All 9 right. There you will see the proposal format as 10 it's laid out in the RFP. What I would like to 11 say first is that you will see in the RFP that we 12 expect all of this to come into one package 13 actually on one CD, all seven volumes.</p> <p>14 There is one exception that we've made 15 to this that you can't have separate CDs in the 16 proposal. The only exception to this is, as we'll 17 get into later with responsibility, is the fact 18 that GSA Form 527, that form can actually be 19 submitted by CTA partners whether, either JV or 20 subcontractors to a prime. They can be sealed in 21 individual envelopes in the proposal by 22 themselves. Actually, the prime contractor</p> <p style="text-align: right;">Page 25</p>	<p>1 important document for us to see is the Document 2 Verification and Self-Scoring Worksheet. I think 3 it's J.P-1. The one thing I want to highlight 4 there is that we not only want as part of the 5 package the Excel spreadsheet of the J.P-1 as part 6 of the CD, but we also want to see one hard copy 7 of it on paper, and it can be just in the package. 8 That's the first thing that we're going to look at 9 as you'll see when we talk about in Section M of 10 how this is actually going to be evaluated.</p> <p>11 The first thing we're actually going to 12 pull out of the package before we look at anything 13 is we're going to look at that paper score sheet 14 to see what your score is on that, and then we're 15 going to start lining them up from top to bottom, 16 so make sure it matches.</p> <p>17 The next thing on there is the 18 meaningful relationship commitment letters. It 19 could apply to small business, but it's mostly 20 probably going to be applying to A2. The one way 21 that I could see it applying to small businesses 22 especially would be the ANCs. That's a</p> <p style="text-align: right;">Page 27</p>
<p>1 doesn't have to even see them.</p> <p>2 But having said that, we will not accept 3 them separately. They have to be part of the 4 offeror's proposal. In other words, they can't be 5 sent in separately.</p> <p>6 All right. Okay. First, I'm going to 7 go, the way that I'm going to do this is I'm to 8 just go through each volume just to kind of hit 9 some of the highlights, hopefully answer some of 10 the questions.</p> <p>11 The first one on there is the Standard 12 Form 33. I'm sure all of you guys saw that there 13 was a mistake on that 33. It was the due date. 14 It said August the 22nd. That is not the due 15 date. The due date is August the 29th at 4:00 16 p.m. Central Time.</p> <p>17 Just immediately after that was posted, 18 I saw that, and I subsequently uploaded to 19 FedBizOpps the corrected Standard Form 33. So in 20 the announcement, look for the corrected 33 on 21 there that has the due date for the solicitation. 22 The document, probably, the most</p> <p style="text-align: right;">Page 26</p>	<p>1 possibility. But what that is, is that, if an 2 offeror is using resources of another part of the 3 organization whether it's a subsidiary, a 4 division, if they're going to be using resources 5 of that other part of the organization, that's 6 what required in that is the meaningful 7 relationship commitment letters, and the RFP 8 actually spells out what those should be.</p> <p>9 And as I mentioned earlier, the 10 contractor teaming arrangements, the two types of 11 CTAs that are now allowed on the contract would be 12 a partnership, or a joint venture. You'll 13 remember in the previous iterations of the first 14 couple of drafts, it had to be existing.</p> <p>15 Well, that's because of the NDAA 2016. 16 That's not the case anymore. They can be new JVs, 17 and they can be new prime contractors proposing 18 with a team of subcontractors.</p> <p>19 There is, as far as CTAs, there is 20 another one. This has caused a little bit of 21 confusion and asked a number of questions about 22 it. And that's the third one, the claiming prime</p> <p style="text-align: right;">Page 28</p>

<p>1 contractor relevant experience from an existing or 2 previous joint venture or a partnership. What 3 that means, and I think that the RFP is actually 4 clear on it, is that a prime contractor that's not 5 part of the JV, that's just offering as 6 themselves, they can use experience where they 7 performed as a member of a joint venture, and 8 that's only if they were the only contractor that 9 performed under that specific work for that joint 10 venture.</p> <p>11 There's some verification requirements. 12 There's a document that majority of the members of 13 the JVs sign off on and say, yes, this contractor 14 performed 100 percent of the work under this work 15 for the JV.</p> <p>16 So that's one. That's the, that's also 17 the only exception to the prime contract rule that 18 we have, and I'll get into that just a little bit 19 later.</p> <p>20 And then the other ones are just, you 21 can just read them for yourself up there. I'm not 22 really going to, I haven't had any questions on</p> <p style="text-align: right;">Page 29</p>	<p>1 to have at least one year of performance on it.</p> <p>2 There are some exceptions to the 3 one-year performance. If there's an interim or a 4 final CPARS, it can be accepted. If there's a 5 completed award fee determination, it can be 6 accepted if it's less than a year.</p> <p>7 And the last one, if the period of 8 performance is less than a year, and the project 9 is completed. Now, the value of projects under 10 the PSC has to be at least \$1 million. You'll 11 see, there is a pretty good explanation of how you 12 determine the value of the project in the RFP that 13 I'm really not going to elaborate on. I haven't 14 had that many questions about it.</p> <p>15 As far as the PSCs are concerned, we 16 expect the contractors to use their reasonable 17 discretion when they're determining whether or not 18 a project would meet a particular PSC in the RFP. 19 You know, our primary verification is FPDS- NG, 20 which actually uses the PSC code, but just because 21 it's not listed on the FPDS with that PSC code 22 doesn't mean that the, that PSC, that type of work</p> <p style="text-align: right;">Page 31</p>
<p>1 them. It's just the Professional Employee 2 Compensation Plan, Uncompensated Overtime Policy, 3 and the reps and certs.</p> <p>4 One thing I will say about the reps and 5 certs is that if you're offering as a CTA, whether 6 a prime with subs, or a joint venture, all the 7 members of that CTA are going to have to submit 8 their representations or certifications, which is 9 pretty clear in the RFP.</p> <p>10 Okay. Moving on to the relevant 11 experience in Volume 2. We have our relevant 12 experience, as you noticed, broken up into two 13 different types of relevant experience. The 14 primary one is the PSC experience, the product 15 service code, product and service code experience. 16 The other one is the leading edge technologies 17 experience.</p> <p>18 Our primary one is the PSC though. As 19 far as your PSC experience, you can only use a 20 project one time in PSC. You can't use it for 21 multiple PSCs. Okay. And that PSC work has to be 22 ongoing or completed within five years, and it has</p> <p style="text-align: right;">Page 30</p>	<p>1 wasn't integral to the project.</p> <p>2 That's the key, is that it has to be 3 integral to the project, and we had two separate 4 verifications for the PSC. If -- I'm trying to 5 make sure that I don't miss some of these 6 questions that's have been asked.</p> <p>7 Our primary way of verifying the 8 information for the PSC, especially for, even for 9 the extra points on the PSC, because each of those 10 points can be found on an FPDS-NG report, that is 11 our primary way. If FPDS-NG report exists, and 12 it's complete, and verifies all of it, that is our 13 primary verification, and we're going to take that 14 at face value. The only things that you submit in 15 those instances is the FPDS report itself. We 16 still require a copy of the statement of work 17 under that, and we, anytime we require a statement 18 of work, and this is going to apply to both PSC 19 and LETs, if we require a statement of work, we're 20 asking you to highlight those areas where that, 21 with emphasis on that PSS, and, actually, when I 22 get into the LETs too, are where that LET is being</p> <p style="text-align: right;">Page 32</p>



<p>1 performed. And we also want even if FPTS-NG 2 verifies everything, we want you to fill out the 3 J.P-2 Form, the PSC template.</p> <p>4 Okay. If the FPDS-NG is not available, 5 that doesn't mean that you can't use that, that 6 project for that PSC. It just has to go through 7 some other verification requirements. Not only do 8 you have to send in the Form J.P- 2, but you have 9 to also, we also are requiring that a contracting 10 officer, a warranted contracting officer, signs 11 off on it, and says, yes, that was a part of this 12 project.</p> <p>13 We do allow for a COR. The default is 14 the ordering contracting officer. Not the 15 ordering contracting officer, but the contracting 16 officer, the warranted cognizant contracting 17 officer for that project. That's the default. If 18 they are not available, we will accept a signature 19 from a contracting officer's representative.</p> <p>20 And I've had a number of questions about 21 what about COTRs. Well, OMB first when they come 22 out with the training and the certification</p> <p style="text-align: right;">Page 33</p>	<p>1 are not asking you to ask the contracting officer 2 to make any kind of changes in FPDS-NG. That 3 contracting officer has put that PSC code in. We 4 don't expect them to change it. That's why we 5 have other verification routes that you can take 6 if that's not the primary PSC.</p> <p>7 Now, as far as the others that you can 8 gain points, the first one was the project size 9 and complexity. You get varying points if it's 10 from 2 million up to 5 million, 5 million up to 15 11 million, and greater than 15 million. You can get 12 additional points for projects that meet those 13 criteria.</p> <p>14 There is another change that was from 15 our draft RFPs. As far as the demonstrating 16 experience with multiple federal government 17 customers, we had switched from a listing that we 18 had in the draft RFPs of the agencies that you 19 could get credit for, and we've just gone to 20 funding agency ID, which is found in FPDS-NG.</p> <p>21 So it does open up more opportunities to 22 gather those points because there's a lot more</p> <p style="text-align: right;">Page 35</p>
<p>1 requirements for CORs, it originally was a 2 contracting officer's technical representative. 3 But they kind of made the COTR obsolete when they 4 were revised that memorandum. So it is a 5 contracting officer's representative now. So if 6 it's a COTR, or if it's COR, we would look at that 7 as synonymous. It's as long as they meet the 8 requirements that are in the RFP that the 9 information that we're asking for.</p> <p>10 Now, of course, you're always going to 11 have to, you're required to submit the statement 12 of work, especially if the FPDS is not complete or 13 it's incomplete and the form.</p> <p>14 The other thing that I would like to 15 mention is the -- oh, man, just flittered away. 16 Anyways, it'll pop back in my head.</p> <p>17 Okay. There are some other things. 18 There's additional points that can be for the PSC 19 projects that, as you've seen in Section M, 20 there's additional points to be had.</p> <p>21 Oh, here's what I was going to say. I 22 knew it'd pop back in my head. The PSC codes, we</p> <p style="text-align: right;">Page 34</p>	<p>1 funding agencies than there are in our list. So 2 that was one of the changes that we made from the 3 draft RFPs.</p> <p>4 The next one is the, a project with cost 5 reimbursement. The cost reimbursement, the one 6 thing that I want to tell you is time and 7 material, and labor hour type contracts 8 ,&lt;inaudible&gt;. This is FAR Part 16 cost 9 reimbursement</p> <p>10 type contract, and everything that that 11 means. So if you do demonstrate experience in 12 cost reimbursement contracts, and some of the PSCs 13 fall into that category, you will get extra points 14 for that.</p> <p>15 Fair opportunity task order award 16 against a MA IDIQ contract, this is a 16.505 type 17 of a task order where fair opportunity was 18 provided, and it was competed. If that's the 19 case, then you get the points. It's not a FAR 20 Part 8, and we will not, schedule, competed 21 schedule awards and such we will not accept. It 22 has to be a multiple award, IDIQ contract for you</p> <p style="text-align: right;">Page 36</p>

<p>1 to get those points.</p> <p>2           The reason for that is, is that's</p> <p>3 because that's what this contract is. We're</p> <p>4 looking for experience with contractors that have</p> <p>5 actually had multiple award IDIQ contracts such as</p> <p>6 Alliant SB or the other GWACs that are out there.</p> <p>7           The other thing I'd like to say, for the</p> <p>8 last three that I mentioned, the fair opportunity</p> <p>9 task order award against a MA IDIQ, contract</p> <p>10 project with cost reimbursement, and demonstrating</p> <p>11 experience with multiple federal government</p> <p>12 customers, there's only one way to verify that,</p> <p>13 and that is FPDS-NG. If it cannot be verified by</p> <p>14 FPDS-NG, you will not get the points for that.</p> <p>15           The other one is the project in a</p> <p>16 foreign location. The one thing that I would like</p> <p>17 to say about -- actually, a couple of things I</p> <p>18 would like to say about that.</p> <p>19           The first one is that as the RFP says, a</p> <p>20 foreign location as defined in our RFP, is that as</p> <p>21 far as the United States is concerned, it's the 48</p> <p>22 contiguous states. It's Alaska, it's Hawaii, and</p> <p style="text-align: right;">Page 37</p>	<p>1 of questions about wanting us to elaborate on</p> <p>2 PSCs, and definitions, and such. We are not going</p> <p>3 to do that. The RFP states that the Federal</p> <p>4 Procurement Data System Product and Service Codes</p> <p>5 Manual is what governs in this. And there's not</p> <p>6 going to be anymore information than what's in</p> <p>7 that. That's why I was talking about earlier</p> <p>8 about using your reasonable discretion about</p> <p>9 determining whether a PSC would fit in a</p> <p>10 particular, in a particular relevant experience</p> <p>11 slot.</p> <p>12           Leading edge technology relevant</p> <p>13 experience. That verification really kind of</p> <p>14 goes, it's pretty much in line with the</p> <p>15 verification on the PSC if you don't, if the FPDS</p> <p>16 is incomplete.</p> <p>17           As far as the LETs are concerned, once</p> <p>18 again, it's just like the PSC. It had to have</p> <p>19 been integral to the performance of the project.</p> <p>20 Once again just like in PSCs, it can only be used</p> <p>21 one time in the LETs, but there's, you do have one</p> <p>22 big advantage. There's only one exception to</p> <p style="text-align: right;">Page 39</p>
<p>1 it's territories and possessions.</p> <p>2           For you to get credit for foreign work,</p> <p>3 it has to be outside of that. So it's outside of</p> <p>4 USA and all of it's possessions. So that's the</p> <p>5 one thing.</p> <p>6           The second thing about the foreign</p> <p>7 location is that it can be verified by FPDS-NG,</p> <p>8 but we're not requiring that it be verified by</p> <p>9 FPDS-NG. If there was a significant piece of that</p> <p>10 work that was overseas, even though it's coded as</p> <p>11 primarily in the United States, you can get credit</p> <p>12 for that. It's just that we have the verification</p> <p>13 requirements that are in the contract. And part</p> <p>14 of that has to do with, you know, highlighting</p> <p>15 statements of work, or whatever, showing that that</p> <p>16 work being performed overseas.</p> <p>17           And this work cannot be TDY. It can't</p> <p>18 be just traveling overseas for a particular</p> <p>19 project. It has to be boots on the ground,</p> <p>20 working in those foreign locations on an ongoing</p> <p>21 basis.</p> <p>22           In the PSC Code Table, I've gotten a lot</p> <p style="text-align: right;">Page 38</p>	<p>1 being able to use a project twice is that you can</p> <p>2 use -- in the PSC you can have up to seven</p> <p>3 projects. It's four in the PSC, the first</p> <p>4 section, it's two in second section, it's one in</p> <p>5 the third section. A total of seven projects.</p> <p>6 You can use each one of those PSCs one time in the</p> <p>7 LETs, so you could get up to seven instances if it</p> <p>8 happens to hit one of those LETs. You can get up</p> <p>9 to seven instances that you can reuse that PSC in</p> <p>10 the LET, but you can only use it once.</p> <p>11           Once, again, it's that same verification</p> <p>12 process that we talked with the PSC - statements</p> <p>13 of work, highlighted area in the statements of</p> <p>14 work, award forms. Each one of these requires</p> <p>15 award form, statements of work, sign-off on the</p> <p>16 contracting officer, if the contracting officer is</p> <p>17 not available a COR will work.</p> <p>18           Okay. And the one area in LETs where</p> <p>19 you get extra points is the breadth of LETs that</p> <p>20 you hit. It has to be individual LETs. It can't</p> <p>21 be multiple, you know, you can have up to three</p> <p>22 experience citations in each leading edge</p> <p style="text-align: right;">Page 40</p>

<p>1 technology. Multiple within a leading edge 2 technology doesn't count as breadth, but across 3 leading edge technologies does count as breadth.</p> <p>4 The other thing is that I would say, 5 don't, I wouldn't spend my time when you actually 6 put questions on index cards about typos, or 7 problems like that because I've been made well 8 aware of it.</p> <p>9 As my colleague on A2 said, they are 10 just what he considered artifacts from all the 11 draft RFPs that we've had, so I tried to catch all 12 of those. Apparently, I didn't catch them all, 13 but I've already got them highlighted. There will 14 be an amendment to actually make those changes.</p> <p>15 I say that now because I know on the 16 J.P-1 that it's not scoring correctly. It's not 17 adding one of them up. So all of that will be 18 fixed, and it will be coming on an amendment 19 later. And you'll find the descriptions of the 20 LETs as one of our proposal attachments, at J.P-4.</p> <p>21 Okay. On our past performance, what we 22 require is we require a past performance from each</p> <p style="text-align: right;">Page 41</p>	<p>1 the proposal that the contractor is supposed to 2 send in.</p> <p>3 Yeah. And the other, if there is 4 negative past performance, we do allow for you to 5 do a one-page summary on that negative past 6 performance to give your side of it.</p> <p>7 There was, I know, in the proposal 8 tables in the beginning of it, it was, had 9 mentioned the double-side and stuff, kind of 10 ambiguous about whether it was one page or not. 11 It is one page, and that will be another that will 12 be fixed.</p> <p>13 I'm actually kind of running out of 14 time, so we'll move on. Okay. On the system 15 certifications and clearances, the one thing that 16 I want to say here is that this is, especially 17 affects those that are offering as a CTA, or 18 whether joint venture with members, or whether a 19 prime and subcontractor. Under these 20 certifications and clearances, they all have to be 21 in the name of the prime contractor. We won't 22 accept certifications from any subcontractors, or</p> <p style="text-align: right;">Page 43</p>
<p>1 one of the PSC relevant experience that you're 2 actually citing in your proposal.</p> <p>3 As far as the past performance is 4 concerned, we're going to rely on PPIRS. If a 5 PPIRS's past performance exists, what we require 6 is that the most current one is sent in, and 7 that's really actually it's for the verification 8 for the past performance on that PSC. We do allow 9 -- if a PPIRS report does not exist, then we do 10 allow for you to use a form. It's J.P-5, the past 11 performance template, that you can give to your 12 customer that they can actually fill out and rate.</p> <p>13 It follows strictly in line with the 14 same rating evaluation factors that is found in 15 PPIRS, and will be used the same way as PPIRS is.</p> <p>16 Those have to be as part of your, they 17 can't be sent in separately from customers. It 18 has to be part of your package. So you're going 19 to have to send that out to your customer. That 20 customer is going to have to send it back to you, 21 and you're going to have to send it in. We won't 22 accept them, we won't accept anything outside of</p> <p style="text-align: right;">Page 42</p>	<p>1 just individual members of a JV.</p> <p>2 There is one exception. If it's a joint 3 venture, either the JV itself can have the 4 certification, or if each individual member of 5 that joint venture has that certification, it can 6 be used. So that is important.</p> <p>7 Okay. As far as the cost accounting 8 system and audit information, this is actually a 9 big change from the original Alliant Small 10 Business solicitation. I don't know if any of you 11 guys remember, but that was actually a go-no go. 12 What we have now is just a scoring. It's just 13 additional points if you do have it.</p> <p>14 But what's required is that the 15 contractor has to have had an accounting system 16 that had been audited and determined adequate for 17 cost reimbursement contracting by DCAA, DCMA, or 18 any other agency or cognizant auditing agency.</p> <p>19 Typically, as you guys know, it's 20 usually a, it's associated with a cost 21 reimbursement type work, whether it's a task order 22 or a contract. GSA is not going to be sponsoring</p> <p style="text-align: right;">Page 44</p>

<p>1 any of these audits. These audits just have to 2 exist. If they exist and you provide the 3 documentation that we ask for, whether it's a 4 Standard Form 1408, whether it's the audit report 5 itself, anything that shows us unequivocally that 6 your accounting systems have been audited and 7 determined adequate for cost reimbursement 8 contracting, then you will be able to get those 9 points. But it is just points. It doesn't keep 10 anybody from competing. You know, there may be 11 other ways that offerors can gather up points in 12 different areas.</p> <p>13 But that's a big deal. Used to you 14 couldn't even, in the old Alliant Small Business, 15 you couldn't even compete, but at least you now 16 can compete if you don't have those, don't have 17 that.</p> <p>18 The other things, the forward pricing 19 rate agreements, the earned value management 20 systems, acceptable estimating systems, all of 21 those certifications, I mean, for lack of a better 22 term, they just are what they are. I mean, you</p> <p style="text-align: right;">Page 45</p>	<p>1 then you get the points. There's nothing else you 2 have to do.</p> <p>3 The other one is a joint venture, or it 4 could be a partnership or a joint venture, or a 5 prime contractor and it's proposed first tier 6 subcontractor team. That is the business 7 arrangement.</p> <p>8 Okay. Here's what needs to be 9 clarified. Previously performed. There's 10 actually two words in there that have a lot of 11 meaning that just may not on the face of it seem 12 that way. What we mean by previously is previous 13 to the issue of the RFP. That's what previously 14 means, and that amendment will actually clarify 15 that.</p> <p>16 What we mean by perform is we mean work 17 that is being performed. If a subcontract has 18 simply been signed, but there's been no work 19 performed under that subcontract, then that won't 20 count. So when you see the term, "previously 21 performed," that means previous to the RFP being 22 issued, and, "performed," means performance under</p> <p style="text-align: right;">Page 47</p>
<p>1 have the documents that show that you have that 2 certification, and depending on what levels you 3 have, you will get the additional points for 4 having those certifications.</p> <p>5 You can go to the next one. Okay. This 6 was another area that was kind of born out of the 7 NDAA 2016. As you know, now we're allowing 8 newly-formed joint ventures, newly-formed prime 9 contractors, and a team of subcontractors.</p> <p>10 But what we've added is an 11 organizational risk assessment within the 12 contract, within the RFP. There's going to be, 13 there will be an amendment to this. It's not a, 14 it possibly could be a significant amendment to 15 some of you, but it's just, it's really going to 16 be a, it's a clarification on our part.</p> <p>17 What we meant when we wrote it, but it 18 may not be clear, for the purposes of this 19 evaluation factor, a business arrangement is 20 defined as an individual company. If an 21 individual company is proposing as itself, not 22 using subcontractors, not part of a joint venture,</p> <p style="text-align: right;">Page 46</p>	<p>1 that subcontract.</p> <p>2 The other thing, many questions about 3 whether the prime contractor that's proposing can, 4 could they have been a subcontract to their 5 subcontractor? And the answer to that is no. It 6 has to be the prime, if it's a prime contractor 7 and a subcontractors, that any work that was done 8 had to have been performed in a prime sub 9 relationship with a prime contractor proposing on 10 the RFP was the prime contractor and that prime 11 sub -- I'm even confusing myself.</p> <p>12 The prime contractor had to have been 13 the prime contractor in the prime sub relationship 14 if there was a previous relationship there.</p> <p>15 Okay. A business arrangement is 16 considered to have previously performed if one of 17 the following conditions is met. Of course, an 18 individual company, nothing else needs to be said, 19 they get the points.</p> <p>20 A joint venture has previously performed 21 work on a contract or an order. That is an 22 existing joint venture that existed prior to</p> <p style="text-align: right;">Page 48</p>

<p>1 issuing the RFP, and that has done work under</p> <p>2 other contracts successfully.</p> <p>3           The other one is that as far as the</p> <p>4 prime and a subcontractor arrangement, a prime</p> <p>5 subcontractor arrangement would be considered to</p> <p>6 have previously performed, each proposed</p> <p>7 subcontractor has previously performed on a</p> <p>8 contract or order as a subcontractor to the</p> <p>9 offering prime contractor. If that is the case,</p> <p>10 then they can actually get the points as far as</p> <p>11 the organizational risk assessment.</p> <p>12           Okay. As far as the cost price is</p> <p>13 concerned, I think it's pretty straight forward.</p> <p>14 Just remember, I've had a lot of questions about</p> <p>15 the rates, and not understanding especially that</p> <p>16 range of rates that we're talking about proposing</p> <p>17 under, those are direct labor rates. That's what</p> <p>18 the employee is getting paid. It has no fringe</p> <p>19 benefits on it. It has no overhead. No G&amp;A.</p> <p>20 It's just the direct rate that the contractor, I</p> <p>21 mean, that the employee is being paid. That's</p> <p>22 what those rates represent.</p> <p style="text-align: right;">Page 49</p>	<p>1           We've set a target rate of 7.5 percent.</p> <p>2 If you propose something higher than that, that</p> <p>3 would require a justification as to why you did</p> <p>4 that.</p> <p>5           The other justification would be is if</p> <p>6 on the indirect rates, what we're asking you on</p> <p>7 your indirect rates because part of this cost</p> <p>8 submittal, this pricing submittal, is a basis of</p> <p>9 estimates where you give us, you know, how you</p> <p>10 estimate things, and how you do it with your, you</p> <p>11 know, your audited rates, and forward pricing</p> <p>12 rates, and such as that, we ask you to do that</p> <p>13 same thing when you, actually, put in your</p> <p>14 overhead rates in the spreadsheet. We would ask</p> <p>15 that you would explain something that goes outside</p> <p>16 of your normal business practices as far as using</p> <p>17 those audited rates.</p> <p>18           The other thing that I'd like to let you</p> <p>19 know is that on that spreadsheet, you only put,</p> <p>20 you're only putting one year's worth of, in there,</p> <p>21 and you're putting, you're putting your rates for</p> <p>22 one year, your overhead for that one year, and</p> <p style="text-align: right;">Page 51</p>
<p>1           Those rates were, we went through a lot</p> <p>2 of research in developing those rates. The only</p> <p>3 thing, just the major things that I'd want to say</p> <p>4 about that is that you want to be very careful,</p> <p>5 we're not telling you can't propose outside of</p> <p>6 those rates, either lower or higher, but we just</p> <p>7 want to caution you that you do that at your own</p> <p>8 peril.</p> <p>9           If you do do that, just make sure that</p> <p>10 you submit all of the justifications and stuff</p> <p>11 that we ask you to. If you go beyond, either</p> <p>12 above or below our rates, we ask that you</p> <p>13 supplement that with some kind of explanation as</p> <p>14 to why you did that.</p> <p>15           The other thing, there's a couple of</p> <p>16 other things that you would have to explain to us</p> <p>17 if you do something outside of what we've asked</p> <p>18 for. We've, actually, set a, it's not a ceiling</p> <p>19 profit because you can propose whatever profit you</p> <p>20 want to understanding that these rates only apply</p> <p>21 to time and material, and labor hour type task</p> <p>22 orders.</p> <p style="text-align: right;">Page 50</p>	<p>1 it's being extrapolated out. The spreadsheet will</p> <p>2 automatically extrapolate that out. It's</p> <p>3 escalating it now at 1.8 percent per year, which</p> <p>4 is it was, we actually, that annual escalation is</p> <p>5 the current BLS/BCI three-year average, which is</p> <p>6 right now at 1.8, we will do an adjustment at the</p> <p>7 option period when we get to the option period for</p> <p>8 the awardees on the contract. We will do another</p> <p>9 analysis of the three previous analysis years, and</p> <p>10 we'll adjust the rates in the years 5 through 10</p> <p>11 on that. There is a government site and a</p> <p>12 contractor site spreadsheet.</p> <p>13           Now, the other thing about the indirect</p> <p>14 rates that you put on the spreadsheet. We have</p> <p>15 allowed, most of our templates don't allow you to</p> <p>16 put any information in except for what we want you</p> <p>17 to put the information in, we have allowed on our</p> <p>18 spreadsheets if you have a peculiar or a different</p> <p>19 kind of overhead rates, or, you know, just</p> <p>20 something very specific to your company, you can</p> <p>21 adjust the columns under the indirect rates to add</p> <p>22 more columns to it, or, you know, if you had</p> <p style="text-align: right;">Page 52</p>

<p>1 specific needs to do that, we have addressed that 2 so that you can put your company overhead in the 3 spreadsheet.</p> <p>4           You can go to the next one. As far as 5 the responsibility is concerned, as far as your 6 offer that you submit, under the responsibility 7 Volume 7, that's where you're submitting your GSA 8 Form 527s. There's a couple of things that I want 9 to make note of that, and this is through our 10 financial office that actually looks at these. 11 Just be very diligent to put in the exact name 12 that's in your Articles of Incorporation, or 13 however your company, whatever the full title of 14 your company is, you need to put that in. It's 15 not IBM. It's International Business Machines. 16 You want to put it in there exactly as it is 17 legally, because sometimes they get rejected for 18 some odd reasons, and most of the time that's what 19 it is, so I'd ask you to be diligent about putting 20 the correct name in there.</p> <p>21           The other thing is, is that this is the 22 one exception that it doesn't have to be in one</p> <p style="text-align: right;">Page 53</p>	<p>1 hard copy, just make sure it's correct. It's got 2 the correct score, the score that you intend to be 3 submitting.</p> <p>4           The source selection process on the 5 Alliant2 Small Business GWAC will neither be based 6 on the lowest price technically acceptable, nor 7 tradeoff. Within the best value continuum, FAR 8 15.101 defines best value as using any other, any 9 one, or a combination of source selection 10 approaches for the master contract. The highest 11 technically rated offerors with a fair and 12 reasonable price will determine the best value for 13 contract awards.</p> <p>14           So we're making awards. It's possible 15 it could be more than 80, but the only way that it 16 would be more than 80 is if we got a tie at the 17 80th position. If we had two tie 80, then there 18 would be 81 contractor awards. Ties within 19 previous to the last 80, if we have a tie at 39, 20 one of those offerors is going to take th 39th 21 position. One of those offerors is going to take 22 the 40th position. So the only tie that counts is</p> <p style="text-align: right;">Page 55</p>
<p>1 CD, in one file. We will allow for financial 2 information from subcontractors and a prime sub 3 teaming relationship, or in joint ventures, we 4 will allow those to be in sealed envelopes within 5 the package if those subcontractors or joint 6 venture members want that to stay confidential, 7 but they cannot be sent in separately. They have 8 to be part of the package.</p> <p>9           So what we would expect to see would be 10 a package with the offeror's proposal in it, and 11 maybe several sealed envelopes within that with 12 their CDs, with that 527 in there. Don't ask me if 13 I'll adjust that because I won't. Just accept it. 14 It has to be part of the package.</p> <p>15           Okay. A little bit about the source 16 selection. One of the reasons that, I wanted to 17 make it very clear to you guys to make sure your 18 paper copy, that JP-1, self- scoring worksheet and 19 validation worksheet, make sure it's accurate, and 20 reflects what's, what the, the file that's on your 21 disk, the Excel file, because that's what we're 22 initially going to rank the offerors. So that</p> <p style="text-align: right;">Page 54</p>	<p>1 the tie at the 80th position.</p> <p>2           So we are making 80 awards, and that's 3 firm. As the RFP says, if there is a single point 4 difference, it doesn't make any difference to us. 5 If there's a single point difference between 6 Offeror 80, and Offeror 81, only Offeror 80 is 7 getting an award. It's clear in the RFP, and 8 that's what we intend to do.</p> <p>9           On the next slide -- actually, I just, I 10 put a picture up there of a chart that's, 11 actually, in Section M of the contract. It just 12 spells out all the points that are for each one of 13 the scoring elements.</p> <p>14           You can go to the next one. And it just 15 continues.</p> <p>16           And I think that we've reached our 17 break. I've kind of gone over a little bit, kind 18 of ate into some of you guys questions.</p> <p>19           I know this is probably the most 20 important piece of it because you're going to be 21 able to ask us questions on the index cards. 22 We'll be gathering, we're going to take a little</p> <p style="text-align: right;">Page 56</p>

<p>1 break. We'll be gathering up those index cards.  2 We'll kind of sort through them a little bit, and,  3 of course, we won't be able to get through every  4 question, but we're going to sort through them,  5 see the ones that interest us the most, the one  6 that might clarify something that's unusual, and  7 might bring mistakes to our part.  8 Anyways, that is it, and we're going to  9 take a break when we can take those questions.  10 MR. COLE: Yeah, try to be back at I  11 would say 25 after, 25 after the hour.  12 (Recess)  13 MR. COLE: All right. Do we have all  14 the index cards? Even though you guys you put  15 your questions on the index cards, please make  16 sure to go to a2sb@gsa.gov and resubmit those  17 questions. We do want to record every question we  18 get. They are going to all be considered, and the  19 feedback will be posted on fedbizopps, and the  20 number of questions and responses that were posed  21 on febizopps, so keep your eyes on that.  22 You ready to rock and roll? All right.</p> <p style="text-align: right;">Page 57</p>	<p>1 questions right now, so he may bring me some  2 others that he'd like for me to answer.  3 And I'm seeing these questions for the  4 first time, so, all right. May a small business  5 bid on both Alliant SB and Alliant Unrestricted?  6 These are two separate contracts. You  7 can bid on both contracts. It's just that  8 Alliant, the Alliant2 contract is just an  9 unrestricted full and open competition. It's open  10 for small businesses and other than small  11 businesses to compete. So they're in the same  12 program, but they are two separate and distinct  13 contracts. So, yes, you can.  14 We got a number of these questions, and  15 they're also, I tried to answer in the  16 presentation that I gave you, but I'll answer it  17 again.  18 This has to do with the extra points for  19 fair opportunity MA, ID (off mic).  20 The two question in here is does SeaPort  21 count, and does IT Schedule 70 count.  22 I can say IT Schedule 70 does not count.</p> <p style="text-align: right;">Page 59</p>
<p>1 Here's Greg to do what he can with those  2 questions.  3 (Applause)  4 (Laughter)  5 MR. BYRD: : I've got a pair of  6 reading glasses. All right. As we said earlier,  7 we're not going to be able to get through all  8 these questions. And some of you guys submitted  9 some good questions that are very nuanced,  10 requires a little bit of a research. We're not  11 going to be answering those questions off the cuff  12 up here. But we will consider them because, you  13 know, it makes us think sometimes, and we go back  14 and we'll consider those questions.  15 So if you don't, don't be discouraged if  16 you don't hear an answer to your question. There  17 will be, there'll probably, there'll at least be  18 one round of questions and answers that will be  19 posted at FedBizopps, probably multiple rounds  20 because there usually is. So I'm going to just  21 start answering some of these questions.  22 Matt's, actually, going through the</p> <p style="text-align: right;">Page 58</p>	<p>1 That is a FAR Part 8 federal supply schedule  2 contract. What we're interest in is we're  3 interested in getting the extra points because you  4 have experience working with contracts such as  5 GWACs that are multiple award IDIQ contracts,  6 which are totally separate and distinct from  7 federal supply schedule contracts.  8 As far as the SeaPort E, if it's a  9 multiple award IDIQ contract, and it's coded in  10 FPDS that way, and fair opportunity was provided  11 under a task order that you're trying to get extra  12 points for, if fair opportunity was provided for  13 under FAR 16.505, and it shows that Fair  14 opportunity was done on the FPDS-NG report, then  15 it will count.  16 It does not have to be a GWAC per se.  17 It just has to be a multiple award, indefinite  18 delivery, indefinite quantity contract that  19 provides for a fair opportunity.  20 Please clarify whether a newly-awarded  21 contract on an IDIQ with no task orders yet  22 awarded will qualify to support previous</p> <p style="text-align: right;">Page 60</p>

<p>1 performance in the business relationship prime 2 subcontractor?</p> <p>3           The very specific answer to that as I 4 tried to say in the presentation that I gave, the 5 specific answer to that is no, it won't, because 6 we consider performance the two prongs was the 7 previous and the performance. Performance means 8 performance. That's you've actually performed the 9 work under it.</p> <p>10           Does a competitive award on GSA Schedule 11 70 count towards fair opportunity? That's no.</p> <p>12           Are there plans to develop a 13 consolidated forecast for acquisition under the 14 A2SB vehicle? The only thing that I would say 15 about that is that the GWAC is available for our 16 customers to use. We promote those contracts. We 17 don't typically develop forecasts because it's 18 almost impossible for us to do that because of all 19 the various agencies that use our contract. We'd 20 have to coordinate with each of one them which 21 doesn't happen. It's just a contract that our 22 customers can use.</p> <p style="text-align: right;">Page 61</p>	<p>1 of what those points would take, what it would 2 take to win. But, no, don't have any minimum 3 points.</p> <p>4           Can companies offer statements that SAM 5 data is current and accurate in lieu of certs and 6 reps in Section K?</p> <p>7           I think that we actually had the clause 8 checked in there. I think it's D of that clause 9 that if the reps and certs are completed and done, 10 then that's what we will use is the sam.gov.</p> <p>11           The next question is will double points 12 be considered for both CMMI Development 3, and 13 CMMI Services 3? No, I think the way that the 14 CMMI is contemplated right now is just that it's 15 Level 2 or greater. You get a number of points if 16 you have a Level 2, and you get an greater number 17 of points if you have a Level 3. You don't add 18 them together, but you get more points if it's 19 Level 3, and we don't have it divided up for 20 service and development. So you only get one set 21 of points. No double point.</p> <p>22           Again, can a small business submit a bid</p> <p style="text-align: right;">Page 63</p>
<p>1           Actually, I meant to answer this one in 2 the presentation, but I didn't, so I'm glad I got 3 this question.</p> <p>4           If a company is priming, can they also 5 sub to another prime? And the answer to that is 6 yes. We're not prohibiting a prime contractor 7 from being a subcontractor on another prime 8 contractor's prime and sub team. So, yes, you can 9 do that.</p> <p>10           Has GSA established the point scale they 11 are looking for so SBs can make a go-no go 12 decision? Unfortunately for the go-no go 13 decision, we're not coming up with any point 14 scales or minimum points. It's just going to be 15 the top 80 contractors. I know that's difficult 16 as far as your guys trying to make a bid, no-bid 17 decision because it's with just the number of 18 small businesses that might be interested in 19 submitting a proposal, yeah, it could be 20 difficult.</p> <p>21           But at least when the Alliant2 Small 22 Business is awarded, you'll have more of a picture</p> <p style="text-align: right;">Page 62</p>	<p>1 as a prime, and also be a subcontractor on another 2 bid? And the answer to that's, yes.</p> <p>3           If a prime sub team has won a contract, 4 but no task order yet, will this still be 5 considered previous performance? If there no 6 work, there's no performance.</p> <p>7           Do all subcontractors need to have 8 worked together, or just need to have with the 9 prime? Yeah, this is an important question 10 because it can be confusing.</p> <p>11           If it's a prime subcontractor team, the 12 requirement is that that prime contractor has had, 13 has awarded a subcontract to each one of its 14 subcontractors. They don't have to perform as a 15 team. It's just that each subcontractor has to 16 have been a subcontractor to that prime contractor 17 previous, on previous performance. Performance 18 before the RFP was issued.</p> <p>19           And that's, and also, that's just to 20 get, that's not, that's not a requirement. It's 21 just to get the extra points for the, the risk 22 assessment, yes. It's not a requirement in the</p> <p style="text-align: right;">Page 64</p>



<p>1 proposal. It's just the additional points.</p> <p>2 If an offeror is unable to obtain CO or</p> <p>3 COR signature for an LET reference, will the</p> <p>4 government allow a signature from the respective</p> <p>5 government contracting office?</p> <p>6 I can answer. If you are able to get</p> <p>7 the contracting office that has cognizance over</p> <p>8 that task order or contract that you're trying to</p> <p>9 use for PSC experience, and for some reason the CO</p> <p>10 is not available, and the COR is not available</p> <p>11 that works specifically on that project, if you</p> <p>12 can get a contracting officer, or a contracting</p> <p>13 office manager, or whatever, that is responsible</p> <p>14 for that contractor task order to sign off on</p> <p>15 that, we will accept that.</p> <p>16 But it still would have to be a</p> <p>17 contracting officer, or a contracting officer's</p> <p>18 representative because that office has cognizance</p> <p>19 over that work, so they would know.</p> <p>20 And usually, the office manager is</p> <p>21 typically a contracting. If they're not a</p> <p>22 contracting officer, then you couldn't get that</p> <p style="text-align: right;">Page 65</p>	<p>1 If FPDS-NG identifies it as a multiple</p> <p>2 award IDIQ contract, and that contracting officer</p> <p>3 checked off that fair opportunity was provided</p> <p>4 for, then it will count. It doesn't have to be a</p> <p>5 GWAC per se.</p> <p>6 For the leading edge technologies, can</p> <p>7 you use a project that you were a subcontractor?</p> <p>8 All of the work under the, this is actually, this</p> <p>9 is actually a great question. Probably something</p> <p>10 that next time I'll bring up in the presentation,</p> <p>11 if I didn't.</p> <p>12 It actually was, I think it confused</p> <p>13 some people because I got a number of questions</p> <p>14 concerning this, because there's a statement right</p> <p>15 up front about all of the work has to be done as a</p> <p>16 prime contractor. What is meant by that</p> <p>17 statement, that's a true statement. Even if</p> <p>18 you're a subcontractor on a prime subcontracting</p> <p>19 team, and you're using that subcontractor's work</p> <p>20 as relevant experience project, that work</p> <p>21 performed by that subcontractor had to be as a</p> <p>22 prime contractor. Could not be a subcontractor.</p> <p style="text-align: right;">Page 67</p>
<p>1 signature.</p> <p>2 So I want to make it perfectly clear.</p> <p>3 It's a contracting officer, or it's a COR, if the</p> <p>4 contracting officer is not available. And they,</p> <p>5 those signatures can come from the office that is</p> <p>6 responsible for that work.</p> <p>7 Under the Fair Opportunity Task Order,</p> <p>8 the RFP does not specifically state that the</p> <p>9 contract has to be GWAC. It just states multiple</p> <p>10 award IDIQ. That said, would contracts such as</p> <p>11 FAA E fast, a multiple award contract specifically</p> <p>12 for FAA be considered a multiple award IDIQ, and</p> <p>13 receive points?</p> <p>14 It may. I'm just not familiar with that</p> <p>15 contract. This is not GWAC experience. This is,</p> <p>16 you know, there's only a handful of GWACs out in</p> <p>17 the government. This is experience with a</p> <p>18 multiple award IDIQ contract where fair</p> <p>19 opportunity was provided for the task order, all</p> <p>20 found in 16.505. If the contract is that type of</p> <p>21 contract, and FPDS, remember that the only way to</p> <p>22 verify this is FPDS-NG.</p> <p style="text-align: right;">Page 66</p>	<p>1 So all of the work that is performed,</p> <p>2 all of the relevant experience work that you're</p> <p>3 citing has to have been performed as a prime</p> <p>4 contractor. There's only one exception to that.</p> <p>5 The only exception to that is the piece in there</p> <p>6 about being able, a prime contractor can count</p> <p>7 work that they perform under a joint venture where</p> <p>8 they were the only joint venture performing the</p> <p>9 work that gets verified by the other joint venture</p> <p>10 members. That's the only exception to the prime</p> <p>11 contractor rule.</p> <p>12 So all subs, all members of joint</p> <p>13 ventures on CTAs that we're allowing now, any work</p> <p>14 that's cited for a relevant experience project,</p> <p>15 that work had to have been done by that entity as</p> <p>16 a prime contractor.</p> <p>17 Some of you write bigger than others.</p> <p>18 Under previous performance, it states that a copy</p> <p>19 of the subcontract is required. Does a valid</p> <p>20 subcontract on an awarded IDIQ vehicle, which is</p> <p>21 not awarded task orders as of yet qualify?</p> <p>22 I think I answered that in a previous,</p> <p style="text-align: right;">Page 68</p>

<p>1 performance means performance. That you have to 2 perform.</p> <p>3 And Matt put these together. I think he 4 wants me to keep reiterating that for some reason.</p> <p>5 As it relates to Volume 2, relevant experience, 6 L.5.2.2.6, PSC Group relevance experience project 7 in a foreign location. What is the minimum -- oh. 8 What is the minimum duration for which the project 9 should have been OCONUS?</p> <p>10 We don't have it. Here's the way that I 11 would put that. We would, just like on the PSCs, 12 we're asking the contractors to use their 13 discretion, reasonable discretion in determining 14 whether or not, for instance, a PSC needs a 15 relevant, a project needs a relevant PSC 16 experience.</p> <p>17 If you highlight it, show us where it is 18 in the statement of work, and we agree with you 19 that it does show that work is being done under 20 it, then we're good with that.</p> <p>21 It's the same thing with the foreign 22 location. We expect to be, use your reasonable</p> <p style="text-align: right;">Page 69</p>	<p>1 Okay. Would the government consider 2 allowing experience for leading edged technologies 3 as a subcontractor? And the answer to that is, 4 no.</p> <p>5 Is past performance of a member of a 6 joint venture considered for the joint venture? 7 The answer to that is, yes. And then we are 8 allowing under, under the CTA that's now in the 9 RFP, whether it's prime subcontractors or a joint 10 venture, that past performance performed by each 11 member of the joint venture, or each subcontractor 12 under a prime in a subcontracting relationship can 13 count as relevant experience, which in the PSCs 14 would flow down to past performance.</p> <p>15 Now, this is a great question too 16 because it actually says to be determined. Okay. 17 And it will be fixed in an amendment. What 18 contract start date should we use to complete the 19 price template?</p> <p>20 The RFP as it stands right now says to 21 be determined, which doesn't help you guys very 22 much. You know, these awards, they'll probably be</p> <p style="text-align: right;">Page 71</p>
<p>1 discretion if you're going to use a project to try 2 to get the foreign location points, you already 3 know that you can't use TDY, you can't use just 4 trips to see, you know, very short-term trips. 5 Has to be people working in a foreign location.</p> <p>6 We don't put any minimum duration on it. 7 It just, you just use your discretion. If you 8 think it's a foreign location, and we don't think 9 it's a foreign location, then we would, it would 10 be clear on the face of it that it's not work that 11 was done in a foreign location, just frankly.</p> <p>12 So you use your discretion. If it's 13 work in a foreign location on a task order, or a 14 contract, then that's it. It would be, more than 15 likely be good with us unless it's just 16 egregiously not. No TDY (inaudible).</p> <p>17 As it relates to Volume 5, would this 18 requirement be of the prime in a prior business 19 relationship not specifically with the Alliant 20 team members?</p> <p>21 I'm not sure. Do you know what they're 22 asking? I'm not sure what that question is.</p> <p style="text-align: right;">Page 70</p>	<p>1 made within a year. When it all boils down to it, 2 the proposals are due -- I can give you -- here's 3 what I'll say. The RFP rules. And whatever 4 amendment comes out and says it is rules. This is 5 what's considered an off-the-cuff remark. It just 6 makes sense to me.</p> <p>7 So if -- and I'll talk to my colleagues 8 about it when we get through. We expect to make 9 the awards within a year. The proposals are due 10 on August the 29th. What I would expect probably 11 it'll be somewhere in the range of September, 12 October 1st of the following year is when you 13 would start those prices. It could be, it'll 14 probably, it may be different from that by a 15 month, maybe a few months before or a few months 16 after we all get together. But it'll be, it'll be 17 some date in the future probably, you know, next 18 year, fourth quarter, fiscal year fourth quarter, 19 or first question of the next fiscal year.</p> <p>20 So we'll have that. But just for your 21 own, you'll know. You'll know before the 22 proposals are due about when you should, when we</p> <p style="text-align: right;">Page 72</p>

1	would expect the start date for the pricing to be.	1	information in a CPAR's report, if CPARs feeds
2	If you have a PSC project that uses more	2	PPIRS and a contracting officer has gone through
3	than one LET, please confirm that you can only use	3	CPARs and put in the performance, the past
4	the PSC project one time in the LET section.	4	performance on a project -- huh?
5	That is a true statement. You can use	5	SPEAKER: (Off mic).
6	each PSC project one time in the LETs. So if you,	6	MR. BYRD:: : Yeah, it feeds PPIRS. It
7	if you filled all PSC projects up, that means that	7	would be in PPIRS. Thank you, Alex. I should
8	you would have seven relevant experience in the	8	have figured that out on my own.
9	PSC.	9	(Pause)
10	You possibly could, if all seven of	10	MR. BYRD:: : How much time do we have?
11	those reached LETs also, it's possible that you	11	I've got a food for thought. GSA stated that if
12	can be able to use seven PSCs in the LET. But,	12	two companies tie at spot number 39, then one of
13	yes, you can, but you can only use them one time.	13	them will get spot number 40. What will GSA do if
14	Say, it would be a maximum of seven PSCs that you	14	20 companies tied spot number 60?
15	could also use in the LET.	15	(Laughter).
16	Task orders under a BPA. I assume each	16	MR. BYRD:: : Will GSA ignore all those
17	individual task order could be used for either a	17	bidders who may without a tie be at spot number
18	PSC example, or an LET example?	18	61, or 62, or 80? Will they not be considered for
19	I'm going to hold off on that question	19	an award? Clarify ties at the 80th position. All
20	for a second.	20	right.
21	To receive credit for a task order	21	Okay. If 20 offerors tie at the 60th
22	awarded against a MAIDIQ, can the awarded task	22	position, those 20 offerors would get an award and
Page 73		Page 75	
1	order be less than one year old?	1	we would make 80 awards. Number 81 would not get
2	Well, to receive credit for a task order	2	an award.
3	awarded against a MAIDIQ has to be one of the	3	Yeah, if you want to clarify it even
4	projects in the PSC. I mean, that's all we're	4	further, that if ties before the 80th position run
5	using for these additional points.	5	past the 80th position, then all of those ties
6	The requirement for the PSC relevant	6	would, let's just say that ties in the last
7	experience project is that it has to be more than	7	position will all get an award. If you had 50 tie
8	a year old except for those three exceptions. If	8	at number 20, then all 50 of those would get an
9	there's a completed PPIRS, there's an award fee	9	award, if all 50 tied at 60. So all ties --
10	determination, or if the period of performance was	10	(Laughter)
11	less than a year, and it was completed. It also	11	MR. BYRD:: : I'm just going to move
12	has to meet the minimum value requirements of the	12	on. Okay. We had been audited by DCAA, but never
13	PSC, which is a million dollars.	13	received a report. Will we receive credit for the
14	So the answer to that is it depends. It	14	DCAA audit? We never received a report since DCAA
15	can be less than a year old if it meets one of	15	sent the report directly to the agency.
16	those three exceptions, and it would only be able	16	We actually have a, we have a way to
17	to be used if it was one of the PSCs and the value	17	verify that. Hopefully, before you use the
18	of it was greater than \$1 million.	18	secondary way to verify, hopefully, you can speak
19	Since the Department of Defense is such	19	with that agency that you're doing that work for
20	a large customer of the Alliant GWACs, can CPARs	20	and obtain a copy of that report, or anything that
21	be used in place of PPIRS for past performance?	21	shows that your accounting systems have been
22	CPARs actually feeds PPIRS. If the	22	audited and determined adequate for cost
Page 74		Page 76	

<p>1 reimbursement contracting?</p> <p>2           Hopefully, you can get that report. And</p> <p>3 from experience on the original Alliant Small</p> <p>4 Business, for the most part, they all were sent in</p> <p>5 with the offeror, so they were most able to obtain</p> <p>6 them, or they already had them themselves.</p> <p>7           There's actually a very specific section</p> <p>8 in there that if you know you've been audited, and</p> <p>9 if you've been awarded a cost reimbursement</p> <p>10 contract, or a task order, you know you've been</p> <p>11 audited, you know your accounting systems have</p> <p>12 been determined adequate for cost reimbursement</p> <p>13 contracting because you're working on one right</p> <p>14 now but you just don't have the report or the</p> <p>15 documentation that you need, then you give us the</p> <p>16 name, all of the contact information for that DCAA</p> <p>17 office, the names of auditors, names and phone</p> <p>18 numbers, and we will make the call and verify that</p> <p>19 if you don't have it.</p> <p>20           But what we request is that you try to</p> <p>21 get it because that just adds additional work, and</p> <p>22 additional time in getting the contracts awarded</p> <p style="text-align: right;">Page 77</p>	<p>1 small businesses do a lot of cost reimbursement</p> <p>2 contracting. We just know from history from even</p> <p>3 on our Alliant Small Business contract GWAC, it's</p> <p>4 more than 30 percent, I mean, that's one of the</p> <p>5 most popular reasons why the Alliant Small</p> <p>6 Business GWAC is so popular is that it allows for</p> <p>7 that cost reimbursement contracting. It's</p> <p>8 especially important for our DOD customers.</p> <p>9           So it's important for us to have</p> <p>10 contractors on the contract, at least a</p> <p>11 preponderance of them, that had that cost</p> <p>12 reimbursement experience so that on Day 1 when</p> <p>13 that contract is awarded, our customers know that</p> <p>14 they can use that contract and be assured that</p> <p>15 they're going to have contractors that can compete</p> <p>16 for their work. That's why we put so much</p> <p>17 emphasis on cost reimbursement contracting.</p> <p>18           We did take it out of a go-no go</p> <p>19 situation. It is, now it's just additional points</p> <p>20 that you can acquire under the, in the RFP.</p> <p>21           So we're firm on that. You can continue</p> <p>22 asking the question if you want. It is pretty</p> <p style="text-align: right;">Page 79</p>
<p>1 and having to verify. It's much easier if it's in</p> <p>2 the package.</p> <p>3           And from past experience, I know that</p> <p>4 you can get it because 95 percent of them</p> <p>5 submitted it with their proposals on the original</p> <p>6 Alliant Small Business.</p> <p>7           So, yes, there is a way. If you know</p> <p>8 it's been done, there is a way for us to verify</p> <p>9 that.</p> <p>10           Why are we having small business meet</p> <p>11 DCAA requirement who never had Cost Plus fixed fee</p> <p>12 contract? Would please you accept a CPA letter</p> <p>13 instead showing that our accounting system is in</p> <p>14 compliance, and ready for a Cost Plus fixed fee?</p> <p>15           Well, let me say this. We're not going</p> <p>16 to allow for a CPA audits or individual CPA audits</p> <p>17 for firms for those that don't have. The</p> <p>18 requirement is, it's there, and there's a purpose</p> <p>19 for it. What we're interested in is awarding</p> <p>20 contracts at least to a preponderance of our</p> <p>21 contractors on Alliant2 Small Business that have</p> <p>22 cost reimbursement contracting experience. And</p> <p style="text-align: right;">Page 78</p>	<p>1 firm, and we're gonna stick to it. When we say</p> <p>2 cost accounting system, it's gonna be directly</p> <p>3 related to work that you're doing on a cost</p> <p>4 reimbursement contract or task order.</p> <p>5           And if that's taking place, and it's a</p> <p>6 requirement of a FAR that that shall be entered</p> <p>7 into unless the contractors' accounting systems</p> <p>8 have been audited and determined adequate for cost</p> <p>9 reimbursement contracting.</p> <p>10           And the FAR actually designates DCAA as</p> <p>11 the cognizant auditing agency for all of the</p> <p>12 federal government, even though they're having</p> <p>13 some pipeline problems that's still in the FAR,</p> <p>14 but other agencies also.</p> <p>15           It's, you know, it's ultimately the</p> <p>16 contracting officer's responsibility to do that,</p> <p>17 but they rely on the auditors to do those</p> <p>18 financial audits of those systems.</p> <p>19           For the most part, the CO's not in a</p> <p>20 position to do that, and that's why the far spells</p> <p>21 out the -- we do, you can be audited by other</p> <p>22 cognizant agencies that can audit your accounting</p> <p style="text-align: right;">Page 80</p>

<p>1 systems.</p> <p>2 Some agencies may have their own</p> <p>3 auditors, and do it themselves, those audits, just</p> <p>4 so long as it's in relation to a cost</p> <p>5 reimbursement contractor task order, and your</p> <p>6 accounting systems have been audited and</p> <p>7 determined adequate for cost reimbursement</p> <p>8 contracting, then you will gain the additional</p> <p>9 points. But it's not a go-no go factor as it used</p> <p>10 to be in the past.</p> <p>11 I will say one thing though. You will</p> <p>12 notice on things in the RFP where it does mention</p> <p>13 a CPA. There is one instance where we're asking,</p> <p>14 that we will ask for a supplement from a certified</p> <p>15 public accountant.</p> <p>16 The one instance when we would do that,</p> <p>17 and it's to supplement information that exists.</p> <p>18 If the audit has been more than five years ago,</p> <p>19 then the offeror must submit that with a CPA</p> <p>20 basically saying that no material changes have</p> <p>21 been made to the accounting system since the last</p> <p>22 audit. But that doesn't negate the fact that an</p> <p style="text-align: right;">Page 81</p>	<p>1 contract at least through that five years even if</p> <p>2 they have organically grown to be other than</p> <p>3 small.</p> <p>4 At the five-year, before the sixth years</p> <p>5 of the contract, all contractors are going to have</p> <p>6 to re-represent their size status. When that</p> <p>7 happens, some of the contractors are going to be</p> <p>8 other than small. They're not going to be small</p> <p>9 businesses again.</p> <p>10 Those other than small businesses,</p> <p>11 agencies can't get credit for small business</p> <p>12 anymore, but we do leave those contractors on a</p> <p>13 contract primarily because of our customers that</p> <p>14 have task orders with those contracts,</p> <p>15 contractors.</p> <p>16 They won't be able to compete for new</p> <p>17 work in the option period, so they can't compete</p> <p>18 for new work, but they can finish task orders.</p> <p>19 They can also, the only instances where they can</p> <p>20 be awarded new task orders are in instances where</p> <p>21 there is a limited, I think there's three</p> <p>22 exceptions to fair opportunity the agencies can</p> <p style="text-align: right;">Page 83</p>
<p>1 audit has to exist. It's just a little stale.</p> <p>2 It's over five years.</p> <p>3 Are awardees grandfathered in as a small</p> <p>4 for the entire life of the contract regardless and</p> <p>5 exceeding the small business threshold? Thanks.</p> <p>6 Well, there's multiple ways to answer</p> <p>7 that question. There's a re-representation on</p> <p>8 long-term contracts. This is a long-term</p> <p>9 contract. It's over five years. It's two</p> <p>10 instances when a contractor has to re- represent</p> <p>11 their size status.</p> <p>12 One of them is a merger and acquisition.</p> <p>13 In the contract, actually, we really didn't go</p> <p>14 much to the contract because most people are</p> <p>15 interested in the, in the proposal itself, but in</p> <p>16 the contract it says, "If by merger or acquisition</p> <p>17 a company becomes other than small, they are</p> <p>18 removed from the contract." It's just a term and</p> <p>19 condition of the contract now.</p> <p>20 Organic growth. If a small business</p> <p>21 organically grows in the first five years of the</p> <p>22 contract, they're going to remain small under the</p> <p style="text-align: right;">Page 82</p>	<p>1 use and award a new order, and, primarily, we want</p> <p>2 to leave our customers the benefit of being able</p> <p>3 to use follow on to a previously- competed task</p> <p>4 order.</p> <p>5 So that's why we leave them on the</p> <p>6 contract. They're just not able to compete for</p> <p>7 new work. So they won't -- to answer the</p> <p>8 question, they won't maintain their small business</p> <p>9 status on the contract for the life of the</p> <p>10 contract, just through the first five years.</p> <p>11 How do you propose that we provide email</p> <p>12 evidence to a CO who is no longer with the</p> <p>13 government? RFP Section L.5.2.2.1.1, Verification</p> <p>14 of PSC Group Relevant Experience Submission.</p> <p>15 I'll say that we understand that COs can</p> <p>16 move, and COs may not be there anymore. I think</p> <p>17 that what's most important about this that the CO</p> <p>18 is unavailable, it's like I said earlier with the</p> <p>19 office that has responsibility for that contract</p> <p>20 or that task order. I would just, if a previous</p> <p>21 CO to a work is just simply not available, or, you</p> <p>22 know, you can use a COR, but if they are not</p> <p style="text-align: right;">Page 84</p>

<p>1 available, your next step in that would be the</p> <p>2 office that's in charge of that relevant</p> <p>3 experience project.</p> <p>4 If you can get a CO in that office, or a</p> <p>5 COR in that office to sign off on the information</p> <p>6 to verify something, then we will accept that.</p> <p>7 And if it's, if it's talking about providing the</p> <p>8 email in the situation where a COR, one of the</p> <p>9 requirements that if you're going to use a COR to</p> <p>10 sign off on it, then we have to have evidence that</p> <p>11 they've submitted an email to the contracting</p> <p>12 office. We don't have to have a response to that</p> <p>13 email. We just have to have evidence that a email</p> <p>14 was sent making that CO aware that that COR is</p> <p>15 actually verifying this information.</p> <p>16 That email could go to a CO within the</p> <p>17 office that has cognizance over that task order,</p> <p>18 that contractor, that work, and that would be</p> <p>19 acceptable.</p> <p>20 Are there a Alliant 1 Small Business</p> <p>21 primes that have since outgrown the 541512</p> <p>22 (inaudible), and if so, can you</p> <p style="text-align: right;">Page 85</p>	<p>1 for the contractors, and it's good for the ones</p> <p>2 that are left.</p> <p>3 MR. COLE: Greg, you have ten minutes.</p> <p>4 MR. BYRD: : Okay. That long?</p> <p>5 (Laughter)</p> <p>6 MR. BYRD: : If you propose a prime</p> <p>7 sub business relationship, can your subs past</p> <p>8 performances as primes and themselves be used for</p> <p>9 PSC or LET point credit?</p> <p>10 The answer to that's yes. That's what</p> <p>11 it's allowing for now is that is that the, in a</p> <p>12 prime/sub relationship, if you're proposing the</p> <p>13 CTA is the prime, and a team of subcontractors,</p> <p>14 then those subcontractors on that team can use</p> <p>15 their experience to fill PSC and LET slots as long</p> <p>16 they did the work as a prime contractor, and as</p> <p>17 long as it meets all the thresholds for the PSC</p> <p>18 and the LET. So the answer to that's yes.</p> <p>19 Can a company bidding as a prime also be</p> <p>20 a sub on another bidder? And the answer is yes.</p> <p>21 Can a member of a CTA, not the CTA team</p> <p>22 that is bidding A2SB also bid? Yes. Also bid as</p> <p style="text-align: right;">Page 87</p>
<p>1 provide how many? Right now, we</p> <p>2 had originally 73 awards.</p> <p>3 Through some mergers and acquisitions,</p> <p>4 it got down to 68. There was five contracts that</p> <p>5 were no cost terminations. At the option period,</p> <p>6 option exercise where they re-represented, there</p> <p>7 were 68 contractors, and I'm going to say 20 to 22</p> <p>8 of them grew to be other than small,</p> <p>9 re-represented themselves as other than small</p> <p>10 business. And those contractors were, I mean,</p> <p>11 just, frankly, they just became wildly successful</p> <p>12 under Alliant Small Business. Got a lot of task</p> <p>13 order awards. They just grew.</p> <p>14 What is great about it is that they've</p> <p>15 grown, and they can't compete anymore on the</p> <p>16 contract. They're just completing task orders, or</p> <p>17 logical follow ons such as that.</p> <p>18 There are remaining contractors, small</p> <p>19 business contractors, that really picked up the</p> <p>20 slack, and they're just -- it's continuing on.</p> <p>21 The contract is just as successful as it has been</p> <p>22 in the past, so it's actually been, it's been good</p> <p style="text-align: right;">Page 86</p>	<p>1 a prime? Yes.</p> <p>2 Task orders under a BPA, can these be</p> <p>3 used individually for LET experience if they meet</p> <p>4 all of the other criteria?</p> <p>5 The answer to that is, yes. When you</p> <p>6 have a lot of information in the RFP about what we</p> <p>7 defined as a relevant experience project, and I</p> <p>8 don't have the RFP right up in front of me that's</p> <p>9 very nuanced and detailed about what we consider</p> <p>10 that relevant BPAs are mentioned in different ways</p> <p>11 in there.</p> <p>12 I mean, you can, if it's a single award</p> <p>13 BPA, or a single award IDIQ for a particular work</p> <p>14 and that they're just making calls on it, then you</p> <p>15 can have a collection of them, can be, there's a</p> <p>16 lot of, if you just read the RFP, there's a lot of</p> <p>17 different ways that you can view that.</p> <p>18 Just to answer this question, I'm going</p> <p>19 to just take at face value as to what it says.</p> <p>20 Says, "Task orders under a BPA, can these be used</p> <p>21 individually for LET experience if they meet all</p> <p>22 of the other criteria, i.e., greater than 150k,"</p> <p style="text-align: right;">Page 88</p>

<p>1 and all that.</p> <p>2 Well, are you talking -- actually,</p> <p>3 another question just popped in my mind as I read</p> <p>4 that, so I'm going to hold off on that one. Sorry</p> <p>5 about that.</p> <p>6 Other industry GWACs and IDIQs allow</p> <p>7 letter from independent CPAs on the validity of an</p> <p>8 offeror's cost accounting system. Will GSA allow</p> <p>9 an independent assessor's certification in lieu of</p> <p>10 DCAA, DCMA? I think I've answered that, and the</p> <p>11 answer is no.</p> <p>12 Can subcontractors be added after award?</p> <p>13 Actually, the prime/sub CTAs is only for</p> <p>14 evaluation purposes. Once the contract is</p> <p>15 awarded, you can sub to whoever you want to, and</p> <p>16 whatever requirements take place on a task order.</p> <p>17 If you had received an interim top</p> <p>18 secret facility clearance prior to the proposal</p> <p>19 submission, can you certify that you hold a top</p> <p>20 secret facility clearance?</p> <p>21 Well, if you -- I would -- just</p> <p>22 remember, the RFP is what counts, so if I ever</p> <p style="text-align: right;">Page 89</p>	<p>1 JV to bid on A2SB?</p> <p>2 The answer to that would be, yes, if you</p> <p>3 meet all of the requirements that we ask for, and</p> <p>4 individual experience, and credentials, and such</p> <p>5 as that. Any small business can compete on</p> <p>6 Alliant2 Small Business.</p> <p>7 Can the joint venture member participate</p> <p>8 to bid as a prime in unrestricted and prime as JV</p> <p>9 member? And the answer to that is, yes, they are</p> <p>10 two separate and distinct contracts as long as</p> <p>11 the, they're a small business on A2SB.</p> <p>12 Can the JV member participate to bid in</p> <p>13 A2SB as a CTA, and prime as JV?</p> <p>14 We're not restricting -- a contractor</p> <p>15 can submit a proposal. That contractor can also</p> <p>16 be a member of a joint venture that can submit a</p> <p>17 proposal. That contractor can also be a</p> <p>18 subcontractor on a prime and subcontractor team,</p> <p>19 and that CTA can submit a proposal.</p> <p>20 We're not putting any restrictions on</p> <p>21 the contractors and as far as offerors, that they</p> <p>22 may or may not submit. You can submit as a prime,</p> <p style="text-align: right;">Page 91</p>
<p>1 misspeak, it's not what I say up here. It's what</p> <p>2 the RFP says.</p> <p>3 My common sense tells me that if you</p> <p>4 received an interim top secret clearance to work</p> <p>5 on a contract or a task order, and they've allowed</p> <p>6 you to start working, if you can provide us</p> <p>7 evidence of that interim top secret clearance,</p> <p>8 then you would get it. And if I'm wrong, I'm</p> <p>9 wrong because the RFP governs.</p> <p>10 The next one is are GSA rates considered</p> <p>11 approved billing rates?</p> <p>12 No. That's time and materials, and</p> <p>13 labor hour type task orders, and we're talking</p> <p>14 about it in the context of cost reimbursement type</p> <p>15 contracting.</p> <p>16 Would GSA consider this team as</p> <p>17 explained? Joint Venture A is bidding as a prime</p> <p>18 small business, and teaming with Joint Venture B.</p> <p>19 Company X --</p> <p>20 (Laughter)</p> <p>21 MR. BYRD: : -- Company X is part of</p> <p>22 JV A, and JV B at the same time. Can we use our</p> <p style="text-align: right;">Page 90</p>	<p>1 and you can be a member of a team too.</p> <p>2 Okay. Per the FAR, can offeror's team</p> <p>3 with Alaskan Native Corporation or tribally-owned</p> <p>4 companies who do not certify as small under</p> <p>5 541512?</p> <p>6 The answer to this question is this.</p> <p>7 You can't team with somebody that's not a small</p> <p>8 business. ANC can propose on Alliant2 Small</p> <p>9 Business if the company is considered a small</p> <p>10 business under 541512.</p> <p>11 ANCs, that's nothing that will</p> <p>12 (inaudible). They're considered</p> <p>13 small, and the law considers them</p> <p>14 small, and the FAR considers them</p> <p>15 small, then they're a small</p> <p>16 business, and they can propose.</p> <p>17 There are situations where I could</p> <p>18 envision a subsidiary or a company in a family of</p> <p>19 companies of ANCs that they would use meaningful</p> <p>20 commitment letters for subsidiaries, or divisions,</p> <p>21 or such as that. I thought somebody was coming up</p> <p>22 here to correct me. Then that would also be a</p> <p style="text-align: right;">Page 92</p>

<p>1 possibility.</p> <p>2           The only requirement they have to be a</p> <p>3 small business. So the answer to that question</p> <p>4 would be, no. They can't partner with an ANC</p> <p>5 that's not a small business as far as experience</p> <p>6 is concerned, as far as a CTA is concerned.</p> <p>7           MR. COLE: Last question.</p> <p>8           MR. BYRD: : Okay, this is the last</p> <p>9 question. Does GSA recognize that the evaluation</p> <p>10 factors favor larger small businesses, small</p> <p>11 businesses that will likely size out before the</p> <p>12 contractor is awarded, and will be forced to off</p> <p>13 ramp after the base period? GWAC, best in the</p> <p>14 competition?</p> <p>15           You know, that's actually a good</p> <p>16 question to end on. The Alliant2 Small Business</p> <p>17 is a total small business set aside. The</p> <p>18 requirements for it is that a company has to be a</p> <p>19 small business under NAICS Code 541412 at the time</p> <p>20 that they certified that they're a small business,</p> <p>21 or submit their proposal, and they are eligible to</p> <p>22 potentially win an award on Alliant2 Small</p> <p style="text-align: right;">Page 93</p>	<p>1 slots, frankly, I'm not, I don't know personally</p> <p>2 how it's going to turn out.</p> <p>3           We will know when we open up the</p> <p>4 proposals and start sorting them out and see who</p> <p>5 the top 80 contractors are, and maybe it won't be</p> <p>6 the way that you would expect it to. I don't know</p> <p>7 how it's going to turn out, but we'll see that it</p> <p>8 is, it's a big IT services contract for the</p> <p>9 government, small business set aside that's highly</p> <p>10 competitive. So it is what it is.</p> <p>11           MR. COLE: All right. Well, thanks,</p> <p>12 Greg, and thank you everybody for showing up,</p> <p>13 please.</p> <p>14           (Applause)</p> <p>15           MR. COLE: Please remember that even</p> <p>16 though Greg didn't get to your questions, make</p> <p>17 sure that you submit them to A2SB@gsa.gov. They</p> <p>18 will be recorded. They will be considered. And</p> <p>19 as Greg mentioned, we plan on posting not only the</p> <p>20 slides and the transcript, but there will be at</p> <p>21 least one question and response, you know, rounded</p> <p>22 up and posted on fedbizoops.</p> <p style="text-align: right;">Page 95</p>
<p>1 Business.</p> <p>2           Okay. Alliant2 Small Business is</p> <p>3 probably the premier small business set aside for</p> <p>4 information technology and information technology</p> <p>5 services solutions. There's 80 awards made on it,</p> <p>6 so it's going to be highly competitive.</p> <p>7           Just take that for what it is. Yes, you</p> <p>8 would expect that it would be very sophisticated</p> <p>9 small businesses that may be on the cusp of</p> <p>10 growing to be other than small that will win</p> <p>11 places on the contract. We expect that to happen.</p> <p>12 You'd be a fool if you didn't expect that to</p> <p>13 happen because just that the fierce competition</p> <p>14 that's going to take place.</p> <p>15           We have another angle to it that's going</p> <p>16 to make it very interesting, and it may not help</p> <p>17 those companies that are on the cusp of being</p> <p>18 other than small businesses that are still</p> <p>19 considered small businesses.</p> <p>20           When we add in the CTAs for the primes</p> <p>21 and team subcontractors, and JVs being able to</p> <p>22 form new JVs to hit those relevant experience</p> <p style="text-align: right;">Page 94</p>	<p>1           So, hopefully, we will get to -- excuse</p> <p>2 me -- all the questions at that time.</p> <p>3           But as for today, and as for this</p> <p>4 session, we do appreciate you being here. We know</p> <p>5 it's not easy getting around D.C. at this time.</p> <p>6 It's gonna be awful warm out there. Be careful,</p> <p>7 and good luck.</p> <p>8           (Applause)</p> <p>9           (Recess)</p> <p>10           MR. COLE: All right. I think we'll go</p> <p>11 ahead and get started. I think if there's anymore</p> <p>12 people getting through security, we'll just work</p> <p>13 around that, and they could just come in and sit</p> <p>14 down and join us.</p> <p>15           Welcome. Thank you for braving the</p> <p>16 heat, the Metro, and coming here right after</p> <p>17 lunch. So we'll try to keep things a little bit</p> <p>18 lively, but we if we see some heads going</p> <p>19 (gesturing), we'll understand. We</p> <p>20 may be doing that ourselves.</p> <p>21           Anyway, we do appreciate everybody</p> <p>22 showing up. This is a pretty good turnout.</p> <p style="text-align: right;">Page 96</p>



<p>1 There's some empty seats, which I was a surprised  2 to see because we, as some people found out,  3 filled up rather quickly, almost within an hour  4 for two sessions. So that's a good thing.</p> <p>5 And as a result of that, you probably  6 saw on FedBizOpps that we decided to do a virtual  7 one it as well to kind of make up for the folks  8 that couldn't get here today.</p> <p>9 When you all walked in, you were given  10 index cards. This is the way that we're going to  11 be accepting questions today, and we don't have  12 mics in the crowd in the interest of time and  13 making sure that we capture your questions and  14 answer them correctly, we do want them on index  15 cards. We'll have folks walk around picking them  16 up. If you need an extra one, let somebody know.  17 We'll get you an extra one.</p> <p>18 But then we'll gather those at the end  19 of the day, well, not the end of the day, we'll  20 take a break after Greg goes through some of the  21 things he'll be talking about, and we'll sort them  22 out, and then we'll start to answer. And others</p> <p style="text-align: right;">Page 97</p>	<p>1 hours, but if you gotta go, you gotta go. Out the  2 back, to your right, to your right, and you'll  3 find what you need.</p> <p>4 Let's see. Anything else? Yeah. Oh,  5 I'm not important.</p> <p>6 By the way, just to introduce myself,  7 I'm Dean Cole. I'm a business management  8 specialist with the Small Business GWAC Division  9 at Kansas City.</p> <p>10 Also here up on stage is our Director of  11 Contract -- anyway, he's the GWAC contracts. And  12 we've got the --</p> <p>13 SPEAKER: Matt.</p> <p>14 MR. COLE: Oh, Matt Verhulst. Sorry  15 about that. This has been a heck of a day.</p> <p>16 And over here we've got Greg Byrd. He's  17 going to be giving you the meat-and-potatoes of  18 this event, of the Alliant2 Small Business GWAC.  19 He is the procuring contracting officer.</p> <p>20 Michael McFarland. He is the Director  21 of Acquisition Operations for ITS or --</p> <p>22 MR. MCFARLAND: ITS.</p> <p style="text-align: right;">Page 99</p>
<p>1 no way possible we can get through them all, but  2 we will do our best. We will be taking these  3 back. All questions will be considered and looked  4 at.</p> <p>5 Also, we have the gentleman up front.  6 We will be taking a transcription of this session.  7 That will be made available on FedBizOpps a few  8 days after this event. That'll be there. The  9 slides will be there, but those won't do you much  10 good without the actual narrative, so they'll both  11 be posted on FedBizOpps when we get that taken  12 care of, probably, like I said, a few days after  13 this event.</p> <p>14 I'll let you look at the agenda. This  15 is what we're going to cover today. We'll  16 probably go a little bit out of order with some of  17 the speakers. Some folks get called away. You  18 know, we're still, still working, so we don't get  19 the day off to do this. We have to fit it in when  20 we can.</p> <p>21 Let's see. I want to make sure I cover  22 everything. We are only here for a couple of</p> <p style="text-align: right;">Page 98</p>	<p>1 MR. COLE: For ITS, which we are a part  2 of, which is a part of FAS, which is part of GSA,  3 and all that fun stuff, or FAS. We're not FTS  4 anymore.</p> <p>5 Anyway, without further ado, before I  6 make too many more mistakes, I'm going to turn the  7 mic over to Mike McFarland.</p> <p>8 MR. MCFARLAND: Thank you. Yes.  9 Everything that ITS does that is not Schedule 70  10 comes under me. So we have a lot going on.</p> <p>11 I want to welcome you to the Alliant2  12 Small Business Pre-Proposal Conference. Alliant  13 Small Business is, and continues to be, one of  14 GSA's premier small business information  15 technology vehicles. We are proud that Alliant  16 Small Business suppliers are providing flexible  17 access to customize the IT solutions throughout  18 the government.</p> <p>19 Alliant Small Business allows for  20 long-term planning for large-scale program  21 requirements due to its long contract links and  22 multi-year options.</p> <p style="text-align: right;">Page 100</p>

<p>1 Alliant Small Business solutions</p> <p>2 encompass all components of an integrated IT</p> <p>3 solution, including new technologies.</p> <p>4 GSA's Small Business GWAC center</p> <p>5 currently operates three contracts with</p> <p>6 specialized socioeconomic designation, all of</p> <p>7 which we are in the process of re-competing, or</p> <p>8 going through an open season at once. We are very</p> <p>9 busy. Sorry for the leadership that led to that.</p> <p>10 Each contract is designed to provide a</p> <p>11 streamlined method for agencies to utilize highly</p> <p>12 qualified small businesses to met their IT needs</p> <p>13 while achieving their agency socioeconomic</p> <p>14 contracting goals.</p> <p>15 Premier among our small business GWAC is</p> <p>16 Alliant Small Business. The Alliant Small</p> <p>17 Business GWAC focuses on providing government</p> <p>18 contract opportunities to a wide range of highly</p> <p>19 qualified small businesses.</p> <p>20 The small business contract provides</p> <p>21 flexible access to customize IT solutions from a</p> <p>22 diverse pool of nearly 50 industry partners with</p> <p style="text-align: right;">Page 101</p>	<p>1 The Navy has selected Alliant Small</p> <p>2 Business as mandatory use contracts for IT</p> <p>3 services, which is just one example of how the</p> <p>4 industries value the Alliant portfolio.</p> <p>5 As a pre-competed vehicle, Alliant Small</p> <p>6 Business streamlines the acquisition process for</p> <p>7 many government agencies. Through this</p> <p>8 streamlining, agencies can save taxpayer money,</p> <p>9 and more quickly and efficiently procure their</p> <p>10 needed IT solutions.</p> <p>11 Since I've come to GSA, one thing that</p> <p>12 has always impressed me about Alliant Small</p> <p>13 Business is the amount of collaboration that goes</p> <p>14 on between all parties - GSA, our agency</p> <p>15 customers, and our industry partners.</p> <p>16 Success on projects through Alliant</p> <p>17 Small Business is a three-part partnership between</p> <p>18 GSA, our customers, and the vendors. The GSA GWAC</p> <p>19 Program uses three C's for success -</p> <p>20 communication, collaboration, and competition, and</p> <p>21 we will continue this for Alliant 2 and Alliant 2</p> <p>22 small business.</p> <p style="text-align: right;">Page 103</p>
<p>1 availability through 2024. Alliant Small Business</p> <p>2 allows for long-term planning of large-scale</p> <p>3 program requirements while strengthening</p> <p>4 opportunities for small businesses.</p> <p>5 In FY 2015, Alliant Small Business</p> <p>6 received 90 task orders, and over \$2 billion in</p> <p>7 obligations, which is an increase of 8 percent in</p> <p>8 obligations from the previous fiscal year.</p> <p>9 Alliant Small Business has been a</p> <p>10 remarkable success for agencies, for you our</p> <p>11 industry partners, and for GSA. Alliant Small</p> <p>12 Business has quickly become one of the most</p> <p>13 successful small business GWAC in the ITS</p> <p>14 portfolio.</p> <p>15 For six-and-a-half years of Alliant</p> <p>16 Small Business, over 30 federal agencies have</p> <p>17 awarded nearly \$5 billion in task orders. Alliant</p> <p>18 Small Business has taught us the importance of</p> <p>19 partnerships, education, and training for both our</p> <p>20 agency customers, and our vendors, and customer</p> <p>21 service in developing and delivering successful</p> <p>22 contract vehicles.</p> <p style="text-align: right;">Page 102</p>	<p>1 The relationships we've built with our</p> <p>2 government and industry partners have been, and</p> <p>3 will continue to be critical to the program's</p> <p>4 success.</p> <p>5 I want to thank you for everything all</p> <p>6 of you have done both to deliver and implement</p> <p>7 solutions under Alliant Small Business, and to</p> <p>8 help us develop our new vehicle.</p> <p>9 And now the GSA GWAC Program, the leader</p> <p>10 in government wide acquisition contracts having</p> <p>11 established one of the very first federal GWACs,</p> <p>12 the answer contracts, in 1999, and creating more</p> <p>13 GWACs than any other federal agency, has developed</p> <p>14 the Alliant 2 and Alliant 2 Small Business GWAC</p> <p>15 solicitations, which were the sequel to the very</p> <p>16 prominent and successful Alliant Small Business</p> <p>17 GWACs.</p> <p>18 ITS couldn't be more excited about the</p> <p>19 future of our GWAC program. Alliant 2 and Alliant</p> <p>20 2 Small Business have been developed to continue</p> <p>21 to provide support to federal agencies that have</p> <p>22 mission critical and complex IT service</p> <p style="text-align: right;">Page 104</p>

<p>1 requirements, especially, for long-term programs.</p> <p>2 Alliant 2 and Alliant 2 Small Business'</p> <p>3 pre- solicitation phase has raised the bar of</p> <p>4 transparency and collaboration, collaborative</p> <p>5 processes involving both federal agencies, and</p> <p>6 industry partners.</p> <p>7 The Alliant 2 and Alliant 2 Small</p> <p>8 Business teams performed thorough market research,</p> <p>9 a laid significant groundwork in the preplanning</p> <p>10 phase with efforts including an interact group</p> <p>11 with more than seven thousand members, public</p> <p>12 review business case on all OMB MACs, meetings</p> <p>13 with the Coalition for Government Procurement,</p> <p>14 with AFCIA Northern Virginia Chapter, the Alliance</p> <p>15 for Public Action, Defense Procurement and</p> <p>16 Acquisition Policy, Office of Federal Procurement</p> <p>17 Policy, Small Business Administration, the U.S.</p> <p>18 Department of State, and ACT IAC, numerous</p> <p>19 presentations to interested agencies, a customer</p> <p>20 working group with 30 members from 11 agencies, an</p> <p>21 industry group working group with more than 500</p> <p>22 participants, two RFIs that were issued through</p> <p style="text-align: right;">Page 105</p>	<p>1 level on any and all task orders issued by DOD.</p> <p>2 We recognize your contributions, and</p> <p>3 your providing insights to the challenges, I mean,</p> <p>4 to the changes we've made since the first draft</p> <p>5 RFPs came out.</p> <p>6 I'm confident that you will be pleased</p> <p>7 with the final product, and the role you each</p> <p>8 played in it. We at GSA cannot ever emphasize,</p> <p>9 overemphasize how the collaboration within GSA</p> <p>10 with our customer agencies, and with our industry</p> <p>11 partners, while doing market research, and in</p> <p>12 planning future solicitations and innovations is</p> <p>13 key to being sure that what we want to do is</p> <p>14 vetted, is on the right track, and considers all</p> <p>15 viewpoints.</p> <p>16 The Alliant 2 and Alliant 2 Small</p> <p>17 Business collaborative process is the lodestar by</p> <p>18 which ITS is guiding development of our other</p> <p>19 contract offerings.</p> <p>20 ITS is committed to keep our contracts,</p> <p>21 including Alliant 2 Small Business, maturing,</p> <p>22 growing, and evolving in the new marketplace.</p> <p style="text-align: right;">Page 107</p>
<p>1 FedBizOpps, two industry days with more than 500</p> <p>2 attendees, face-to-face, one-on-one meetings</p> <p>3 between industry and Alliant 2 and Alliant 2 Small</p> <p>4 Business staff with 350 registrants.</p> <p>5 The collective input and feedback toward</p> <p>6 the development of Alliant 2 and Alliant 2 Small</p> <p>7 Business this past year has been a major</p> <p>8 contribution to what we believe is an outstanding</p> <p>9 final product.</p> <p>10 Notable overall enhancements between</p> <p>11 Alliant and Alliant Small Business, and Alliant 2</p> <p>12 and Alliant 2 Small Business include skills</p> <p>13 improvements, standardized information technology</p> <p>14 service labor categories, new cyber security</p> <p>15 standards which are a particular focus for</p> <p>16 administrator, and for OMB, new environmental</p> <p>17 standards, increasing competition for orders which</p> <p>18 provides savings for the agencies, and more</p> <p>19 opportunities for our industry partners, and the</p> <p>20 incorporation of required DFAR supplement clauses</p> <p>21 and provisions into the master contract, so that</p> <p>22 now they automatically flow down to the task order</p> <p style="text-align: right;">Page 106</p>	<p>1 And now I'd like to turn you over to</p> <p>2 Casey Kelley, who is the Acting Director of the</p> <p>3 ITS GWAC.</p> <p>4 Thank you all.</p> <p>5 (Applause)</p> <p>6 MR. KELLEY: Okay, I'm going to deviate.</p> <p>7 I had a script. I'm not going (off mic) because</p> <p>8 you're here to ask questions --</p> <p>9 SPEAKER: You have to be next to it.</p> <p>10 MR. KELLEY: I completely forgot. I've</p> <p>11 got to stand here. That's okay.</p> <p>12 So as you notice, we are having this</p> <p>13 transcribed. So we will, our team has indicated,</p> <p>14 I think as Dean said, we'll be collecting the</p> <p>15 transcriptions and going through that (inaudible)</p> <p>16 in some way, fashion, or form through FedBizOpps</p> <p>17 here in the very near future.</p> <p>18 So welcome everybody. My name is Casey</p> <p>19 Kelly. I'm the Program Manager for Alliant 2 and</p> <p>20 Alliant 2 Small Business. I also am currently</p> <p>21 holding the head of the Director of the entire GSA</p> <p>22 GWAC Program.</p> <p style="text-align: right;">Page 108</p>

<p>1 So I'm happy to see such a large crowd 2 here. As you may be aware, this sold out within 3 24 yours. So fast that we had, we put together a 4 virtual, the teams put together a virtual day on 5 Monday.</p> <p>6 And so what that represents, in my 7 opinion, from the program side of the house, and 8 what I want to be real, try and be real brief with 9 is what you all know already. What is the 10 likelihood of success that Alliant 2 and Alliant 2 11 Small Business will have. So the current Alliant 12 and Alliant Small Business GWACs have done about 13 \$34 billion to date for a little over seven years 14 across 60 separate agencies of the network, and 15 we're, as I often say, you're only as good as the 16 people that you got.</p> <p>17 And I, I'm a strong believer. We in our 18 team, we have the best teams that exists. I'm 19 biased. I know that. But that team includes our 20 GSA personnel, and that team includes all of you 21 in the room here, our industry partners. We take 22 this very seriously. We've spent three years</p> <p style="text-align: right;">Page 109</p>	<p>1 We think you are here at the right 2 place, and we really are hoping that all of you 3 are successful knowing you all can't be 4 successful, but we're doing everything we can, 5 have since Day 1, and you'll see here today as 6 Greg gives his presentations, and he's going to 7 open it up, gonna ask you to ask questions to 8 continue to provide needed information to put 9 forth the best type of acquisition, best type of 10 proposal that we think best meets the needs of our 11 customers that have complex IT service 12 requirements that we take pleasure when they 13 select us knowing they have choices to choose 14 from.</p> <p>15 So we welcome you. We wish you all the 16 luck. We totally appreciate our leadership for 17 supporting us, and I'm just proud to be a team 18 member of this group here, and look forward to 19 those of you who are successful working with you 20 in the years ahead.</p> <p>21 MR. COLE: Thank you. 22 (Applause)</p> <p style="text-align: right;">Page 111</p>
<p>1 working on this acquisition plan.</p> <p>2 You know, I used the term in this 3 morning's session, there is a difference between 4 the word, "create," and "construct." And so when 5 you create something, you know, love, it may sound 6 corny, love is at the forefront, because you're 7 not waiting until that what that final product 8 that you're working on, that you're designing or 9 creating.</p> <p>10 When you construct something, you're 11 measuring the success of that kind of at the end 12 what the final product is. Well, this team 13 started three years ago, and started much longer 14 than that as a program with prior GWACs because 15 they're passionate about the work that they do. 16 They love the work that they do. They love 17 supporting, they love the mission of the work with 18 the GSA GWAC, and that is, is how do we help other 19 agencies perform and execute their missions by 20 providing them quality contract vehicles to buy 21 complex IT services faster, cheaper, and better. 22 And that's what this is.</p> <p style="text-align: right;">Page 110</p>	<p>1 MR. BYRD:: : All right, thank you, 2 Casey. Let me get some things organized here. I 3 can tell you that I'm going to be speaking for 4 about 30 minutes. I'm going to go right to 5 Section L of the contract because I think that's 6 what you guys are interested in.</p> <p>7 I'm going to spend all my time up here, 8 the next minutes, talking about Section L and the 9 format of the proposal, what we're looking for. 10 Before I do that though, I have a canned opening 11 statement that I'm just simply going to read. 12 When I get through with that, then we'll delve 13 into it.</p> <p>14 Today in response to questions, I will 15 be speaking extemporaneously about the A2SB RFP. 16 If there is a difference between what is said 17 today, and the written language of the RFP, the 18 written language of the RFP governs. Only an RFP 19 amendment posted on FedBizOpps can change the RFP.</p> <p>20 I am very pleased to be visiting with 21 you today at this pre-proposal conference. As has 22 been illustrated by previous speakers, GSA has</p> <p style="text-align: right;">Page 112</p>

<p>1 been successfully and thoughtfully partnering with</p> <p>2 industry on GWACs and A2SB is leading the way into</p> <p>3 the future for federal information technology</p> <p>4 acquisition.</p> <p>5 As the procuring contracting officer for</p> <p>6 A2SB, what I want to accomplish today is to share</p> <p>7 an overview of the RFP structure to reply to some</p> <p>8 of the questions asked to date that were sent to</p> <p>9 A2SB@gsa.gov, and to also reply to some of the</p> <p>10 questions that will be submitted on index cards</p> <p>11 today.</p> <p>12 Regarding questions and responses,</p> <p>13 please recall that GSA reserves the right to</p> <p>14 publically discuss and publish, or simply consider</p> <p>15 questions and comments regarding the RFP.</p> <p>16 That said, in the time available today,</p> <p>17 it is not possible to address every questions</p> <p>18 asked, but I will touch on some that has been</p> <p>19 asked frequently, or stand out. You can expect</p> <p>20 one or more rounds of questions and responses to</p> <p>21 be published on FBO, FedBizOpps, including those</p> <p>22 that were covered today.</p> <p style="text-align: right;">Page 113</p>	<p>1 questions that you guys have.</p> <p>2 The Alliant 2 Small Business contract,</p> <p>3 of course, is multiple award, indefinitely</p> <p>4 delivery, indefinite quantity contract at MA IDIQ.</p> <p>5 It is a total small business set aside.</p> <p>6 The NAICS code for the small business</p> <p>7 size standard is 541512, and the associated small</p> <p>8 business size standard is 27.5 million.</p> <p>9 Now, that is the size, as we go through</p> <p>10 this, you know, I'm sure you guys saw the huge</p> <p>11 difference between the draft RFPs and the final</p> <p>12 RFPs, especially with CTAs whether it's the newly</p> <p>13 formed joint ventures, or primes with using a team</p> <p>14 of subcontractors, this is a question that has</p> <p>15 come up often in the questions that we received.</p> <p>16 The 541512 size standard applies to</p> <p>17 everybody that's being proposed whether it's a</p> <p>18 subcontractor, whether it's a member of a joint</p> <p>19 venture, they have to meet that size standard.</p> <p>20 They can't use some other NAICS code that may be</p> <p>21 uses and employee number, or something like that,</p> <p>22 to say that they were a small business, because as</p> <p style="text-align: right;">Page 115</p>
<p>1 Please remember the A2SB procuring</p> <p>2 contracting officer is the sole point of contact</p> <p>3 for this procurement, and can be reached at</p> <p>4 A2SB@gsa.gov.</p> <p>5 And I can tell you guys you got a more</p> <p>6 eloquent reading of this. This morning, I didn't</p> <p>7 have reading glasses and I struggled mightily.</p> <p>8 (Laughter)</p> <p>9 MR. BYRD:: : So I almost called on</p> <p>10 somebody to come up and read it for me, please.</p> <p>11 So let's get started. I'm going to, how</p> <p>12 I'm going to answer questions as I go through my</p> <p>13 presentation is I'm just going to do it</p> <p>14 conversationally as I'm talking to you guy about</p> <p>15 the different sections of the RFP, questions that</p> <p>16 have been brought up that have been sent in.</p> <p>17 I will just try to answer some of those</p> <p>18 as I go through these different sections. I'm</p> <p>19 going to go through all seven volumes of it, try</p> <p>20 to keep it under 30 minutes, 30 minutes or under</p> <p>21 so to give you guys time to get your questions up</p> <p>22 here, and so that we can answer the specific</p> <p style="text-align: right;">Page 114</p>	<p>1 you read the RFP, you know that all of those</p> <p>2 members have to be small businesses, and they have</p> <p>3 to be small under that NAICS code.</p> <p>4 It is a base period of five years with</p> <p>5 one five- year option period, worldwide geographic</p> <p>6 scope, and it allows for all contract types -</p> <p>7 fixed price, time and materials, labor hour, cost</p> <p>8 reimbursement, and all the incentives that are</p> <p>9 tied to those contract types.</p> <p>10 And we do have the option to hold an</p> <p>11 open season. One of the beauties of the way that</p> <p>12 we are conducting this, the point system and the</p> <p>13 award to the highest technically rated firm,</p> <p>14 reasonable price, the beauty to that is that it's</p> <p>15 not as cumbersome to do the evaluation so that if</p> <p>16 we lost a lot of contractors at the option period</p> <p>17 because of size, outgrowing of size standards.</p> <p>18 It makes it easier for us to do on</p> <p>19 ramps, and to have that open season, and we would</p> <p>20 be more inclined to do that because, usually,</p> <p>21 we're not very inclined to do that.</p> <p>22 Okay. As you can see, there is the</p> <p style="text-align: right;">Page 116</p>

<p>1 different volumes in Section L that we expect to 2 be sent in. The one thing that I want to say is 3 that all of it, all of these volumes are sent in 4 by the prime contractor. They should all be on 5 one CD. There's one exception to that that we'll 6 get into a little bit later. Get it into it now.</p> <p>7 The GSA Form 527, the financial 8 information, we know that there's a little bit of 9 sensitivity with contractors sharing that 10 information with the prime contractor if they're 11 on a team, or if there are a prime and sub 12 relationship.</p> <p>13 What we do allow under that situation is 14 that we allow those to be in sealed envelopes 15 within the proposal itself. We will not allow 16 them to be sent in separately by those 17 contractors. They will have to be sent to the 18 offering prime contractor, whether JV or whatever. 19 It has to be submitted with the proposal, and it 20 can be within a sealed envelope within that 21 proposal.</p> <p>22 Okay. Talking about Volume 1. Just a</p> <p style="text-align: right;">Page 117</p>	<p>1 that those line up with each other. Make sure 2 it's the same on that's in the, that is in the 3 Excel spreadsheet, and it's the same that's what's 4 on that paper, because that's how we're going to 5 line up the top 80 score getters is from that 6 piece of paper that's in there on your 7 self-scoring worksheet.</p> <p>8 We've had a, I've had a few questions 9 about the meaningful relationship commitment 10 letters. What that basically is, is, all that is, 11 is that we're allowing an offeror to use the 12 resources within a corporate structure. It 13 typically, it doesn't apply as much to small 14 businesses. It's in both A2 and A2SB, but 15 especially on some of the larger integrators, 16 other contractors. It could apply because they may 17 be using the resources or credential from a 18 subsidiary or an affiliate, or, you know, those 19 types of things. Something within their own 20 corporate structure.</p> <p>21 So that is what that means. There are 22 other letters that we'll get into later about</p> <p style="text-align: right;">Page 119</p>
<p>1 general, the general section. The first thing, 2 the Standard Form 33, and I guess you guys you saw 3 the ambiguity there where it had a due date on the 4 SF 33 of 22nd of August at 4:00 p.m. Well, it's 5 the 29th of August at 4:00 p.m., and that was in 6 the RFP.</p> <p>7 As soon as I saw that, I don't know if 8 you saw it or not. You should go back in and look 9 at it. But I did upload a new Standard Form 33 on 10 there that had the correct date in it.</p> <p>11 The document verification worksheet, 12 it's a very important document because that's 13 where your score is going to be. You may have 14 noticed in the RFP that we requested, you're going 15 to have the Excel version of that that's going to 16 be on your CD, but we've also requested that you 17 send in one paper copy of it with your proposal. 18 The reason for that is it just, it's more 19 efficient for us just to pull out that piece of 20 paper without going into CDs at any, you know, at 21 the very beginning just to find that.</p> <p>22 What's very important is that make sure</p> <p style="text-align: right;">Page 118</p>	<p>1 subcontractor commitments, and things like that if 2 it's a prime/sub team.</p> <p>3 I guess you did notice the huge 4 difference between the draft RFPs and the new RFP, 5 or the final RFP that's out on the streets, is 6 that because of the NDAA 2016, we are allowing for 7 newly-formed CTAs. That includes, it can be a 8 prime with a subcontractor team. It can also be a 9 joint venture and the members of that joint 10 venture.</p> <p>11 So what is going to be allowed is that 12 whether it's a prime/subcontractor team, or 13 whether it's a joint venture, well, those members 14 of that team can individually use their relevant 15 experience as projects for the prime contractor 16 that's offering, or for the JV. So that's a huge 17 difference.</p> <p>18 As far as Volume 1 in general is, is 19 that these are actually mentioned in, the same way 20 that they're mentioned in the RFP, but for the 21 partnership or joint venture, of course, it's a 22 copy of the joint venture.</p> <p style="text-align: right;">Page 120</p>

<p>1 Proposed subcontractor, oh, that's where 2 you would be putting all of your subcontractor 3 commitment letters in there.</p> <p>4 The next thing I'd like to mention is 5 the one other. It's the one -- I'm going to start 6 off by saying this is another thing that has kind 7 of confused a few people. There's a statement in 8 the RFP about all of the work having to be 9 performed as a prime contractor, if you read that 10 carefully, I'm not saying that you can't have 11 prime subcontractor teams, or anything like that. 12 What I'm saying is that if you're using a 13 subcontractor's relevant experience project to 14 satisfy one of the PSCs, or the LETs relevant 15 experience projects, that subcontractor had to 16 perform that as a prime contractor. They can't 17 perform it as a subcontractor. There had to be a 18 prime contractor on that work. So that's what it 19 means when we actually say that all work has to be 20 performed as a prime contractor.</p> <p>21 There is actually one exception to that. 22 We have a, it's claiming prime contractor relevant</p> <p style="text-align: right;">Page 121</p>	<p>1 we expect to have those representations and 2 certifications for every single subcontractor, and 3 for every single member of the joint venture.</p> <p>4 Okay. Getting into Volume 2, relevant 5 experience. Okay. I've got a number of questions 6 about confusing NAICS codes with PSC codes. What 7 rules, the NAICS codes has nothing to do with the 8 relevant experience projects in the PSC. Nothing 9 to do with it. It's all about PSC codes.</p> <p>10 The verification for the, especially for 11 the PSC, can be very simple. All of the 12 information can be gleaned from a FPDS-NG report. 13 Everything that we're asking for. If the project 14 is totally verified by the FPDS report that you're 15 required to send to us, that's basically all we 16 need. We do ask for a copy of the statement of 17 work. We ask for you to fill out the PSC 18 experience template. I forgot what JP number it 19 was, but we do, we ask for the template. We ask 20 for the statement of work, but if everything's 21 verified from FPDS, that's all we want is the FPDS 22 report because projects can be verified totally</p> <p style="text-align: right;">Page 123</p>
<p>1 experience from an existing or previous joint 2 venture or partnership.</p> <p>3 We are allowing a prime contractor, and 4 this was in the drafts also. We're allowing a 5 prime contractor to use experience that they 6 performed on a joint venture. The only time they 7 can do that is if they were the only member of the 8 joint venture that performed that, and it's 9 verified by all the members of that joint venture 10 signing off on it saying, yes, this was the 11 company, the only company that performed under 12 this, under this particular project. So the prime 13 can use that. That's a the only instance where 14 you don't have to be a prime contractor.</p> <p>15 And then the other, the Professional 16 Employee Compensation Plan, Uncompensated Overtime 17 Policy, they just, they're just typical. I 18 haven't had very many questions about them.</p> <p>19 As far as the reps and certs, the 20 representation and certifications, if the RFP 21 clearly states that if you're doing a prime 22 subcontractor team, or if you're doing a JV that</p> <p style="text-align: right;">Page 122</p>	<p>1 from that, for everything that we're asking for.</p> <p>2 Now, if the FPDS-NG is unavailable, or 3 it's incomplete, or inaccurate, there is another 4 way, another verification process, and it's a 5 little bit more detailed.</p> <p>6 This is when the PSC template has to be 7 signed off on by a contracting officer, a 8 warranted contracting officer that verifies that 9 this information is correct, and that PSC was a 10 part of this project.</p> <p>11 Another thing to say about the PSC, this 12 also applies to the LET. The PSC, and the work 13 under that PSC had to have been integral to that 14 project, to that work.</p> <p>15 We tell you guys in the RFP to just use 16 your reasonable discretion as to whether or not 17 you think that you did that type of PSC work in 18 that relevant experience project that you're 19 using. And we'll use our reasonable discretion to 20 see if we agree with you.</p> <p>21 The PSC, we're not asking for you to ask 22 a contracting officer to go in and change a FPDS</p> <p style="text-align: right;">Page 124</p>

<p>1 report to put a different PSC code in there. We 2 do not want you to do that. We're not asking for 3 that.</p> <p>4 It could very well be multiple PSCs 5 could have been involved in work on a specific 6 project. We just want you to verify that that 7 piece was part of that project by highlighting 8 inside, we ask you to highlight within the 9 statement of work, and we ask you to get a 10 signature from a warranted contracting officer 11 that, yes, this is correct. What they're 12 representing is correct.</p> <p>13 Now, the contracting officer is the 14 default. That's who we're asking for. There is, 15 if a contracting officer is not available, we are 16 allowing for a contracting officer's 17 representative to sign off, to sign off on. If a 18 contracting officer's representative signs off on, 19 is going to sign off that, yes, this PSC was 20 involved in this work, integral to this work, we 21 also ask that you also give us a proof through 22 some kind of documentation that an email was sent</p> <p style="text-align: right;">Page 125</p>	<p>1 same project.</p> <p>2 They have to be ongoing or completed 3 within the last five years. There has to be one 4 year of performance on it. There are three 5 exceptions to that one year performance.</p> <p>6 One of them is that there's a final or 7 interim PPIRs or CPARs. One of them is that 8 there's a completed award fee determination. And 9 if the period of performance is less than one 10 year, but it is completed, that is also, that's 11 also, that's the only other time that it can be 12 less than a year. And, of course, it has to meet 13 all the dollar thresholds, and for PSCs I believe 14 it's at \$1 million.</p> <p>15 Okay. For the extra points that you 16 receive on the PSCs, the first one is the 17 experience project size and complexity. From the 18 RFP, it's like two, up to five million. You get 19 so many points. If you have projects from five to 20 15 million, you get so many points. Projects 21 greater than 15 million, you get so many points.</p> <p>22 I mean, just as a sidenote, the average</p> <p style="text-align: right;">Page 127</p>
<p>1 to the contracting officer by the COR making the 2 contracting officer aware that they are 3 representing this.</p> <p>4 And there are a lot of instances, I 5 total understand when COs are not available or 6 gone, they're retired. CORs are gone. You know, 7 I understand that. But what you should do, it 8 doesn't alleviate the requirement for CO 9 signatures or COR signatures. What you can do, 10 there is an acquisition office that was 11 responsible for that work, and, you know, and, 12 say, if -- you may find other ways, other people 13 to be signing off on it, but it has to be the 14 acquisition office that actually awarded that 15 work.</p> <p>16 Okay. As you saw in the RFP, PSCs can 17 only be used one time. So for a total, you have a 18 total of seven instances were you can give us a 19 PSC relevant experience project. It's four in 20 Group 1, two in Group 2, and one in Group 3. So 21 it's a total of seven projects. They all have to 22 be separate projects. You can't use a PSC for the</p> <p style="text-align: right;">Page 126</p>	<p>1 task orders on the Alliant Small Business GWAC, it 2 averages like about \$14 million to \$16 million. 3 So we do have some very substantial work on 4 Alliant Small Business. We expect it to be on 5 Alliant 2 Small business too.</p> <p>6 Now, the next three, the demonstrating 7 experience with multiple federal government 8 customers, the project with cost reimbursement, 9 and the fair opportunity task order award against 10 a MA IDIQ contract, the alternative verification 11 does not apply to those. It has to be on the FPDS 12 report. The only verification that we'll accept 13 is on FTDS-NG.</p> <p>14 If there's not a FPDS-NG report, all I 15 can say is that's just too bad, because those have 16 to be verified by FPDS-NG reports.</p> <p>17 What you'll, the demonstrating 18 experience with multiple federal government 19 customers, that was a change from our draft RFPs, 20 the way that we're doing it now. Now, it's being, 21 now you get that, you get that with the funding 22 agency ID.</p> <p style="text-align: right;">Page 128</p>



<p>1 It used to be that list of agencies that 2 if you had the multiple across that list, then you 3 got the points. We listened to you when you 4 talked about funding agency IDs. We thought that 5 that was reasonable because we got a lot of input 6 from contractors about that. So we changed that 7 federal agency funding ID. So you will get those 8 extra points as the RFP explains if you have that 9 experience across multiple federal government 10 customers.</p> <p>11 Also, the project with cost 12 reimbursement. One of the, the primary reason 13 that we're using FPDS-NG is that verification, 14 because that contracting officer put that in there 15 as a cost reimbursement contract, or a cost 16 reimbursement task order.</p> <p>17 We're not interested in task orders that 18 had a piece of cost reimbursement. That's not the 19 primary reason for it. We want these, we want the 20 extra credit to go to the contract, to those 21 contractors that actually submit proposals that 22 were, the preponderance of it was cost</p> <p style="text-align: right;">Page 129</p>	<p>1 FPDS-NG is the fair opportunity task order award 2 against a MA IDIQ contract. To answer a question 3 that I know is going to be asked, it's been asked 4 already on our templates, and I thank you guys for 5 using the template. I've only had a handful that 6 didn't use the question template, so that was, 7 that was great that you're using it.</p> <p>8 Lot of questions about does a 9 competition on GSA schedules count as an award 10 against a MA IDIQ contract. The answer to that 11 question is, no. What we're talking about is FAR 12 Part 16, 16.5, multiple award, indefinite 13 delivery, and -- multiple award contracts, but 14 specifically multiple award, indefinite delivery, 15 indefinite quantity contracts where fair 16 opportunity was provided for. Fair opportunity 17 and FAR 16.505.</p> <p>18 So FAR Part 8 does not apply to this, 19 and it's not awards against GSA schedules. The 20 reason for this, the reason that contractors are 21 getting extra points for this is because this is 22 what this contract is, is a multiple award IDIQ</p> <p style="text-align: right;">Page 131</p>
<p>1 reimbursement contracting to the point where the 2 contracting officer said the type of contract was 3 a cost reimbursement contract.</p> <p>4 Cost reimbursement is important to us. 5 As you'll see also when we had the cost accounting 6 system's information that I'll go into later, it's 7 important to us because it's important to our 8 customers. We want a cadre of contractors to win 9 under this contract that have cost reimbursement 10 experience. We want the preponderance of them to 11 have cost reimbursement contracting experience 12 because that's one of the primary reasons, 13 especially DOD (inaudible) uses our contract. 14 It's what our customers want. It's one of the 15 reasons that Alliant Small Business was a wildly 16 successful contract was because of the, being, 17 having the ability to award cost reimbursement 18 task orders. A third of them, or more, of our 19 task orders under Alliant Small Business was cost 20 reimbursement. So that's, that's verified with 21 FPDS-NG.</p> <p>22 The last one that's verified with</p> <p style="text-align: right;">Page 130</p>	<p>1 contract, a GWAC.</p> <p>2 We're giving extra points for 3 contractors that have experience managing those 4 types of contracts, and managing GWACs. It's a 5 different animal than a GSA federal supply 6 schedule contract. So that's why it's limited to 7 MA IDIQ contracts, and not simply schedules.</p> <p>8 And the project -- how am I doing on 9 time. I may be going a little slow here. I don't 10 want to cut into you guys' questions.</p> <p>11 Project in a foreign location. The way 12 that we define a foreign location is outside the 13 United States, and the way that we define the 14 United States and the RFP is that it's the 48 15 contiguous states, it is Alaska, and it's Hawaii. 16 And it's all the U.S. possessions and territories.</p> <p>17 So if it's in that, we consider it the 18 United States. If it's outside of that, then they 19 can be considered as at a foreign location.</p> <p>20 As the RFP says, we're not, you won't 21 get credit for TDY. You won't get credit for just 22 traveling to foreign locations that are just, you</p> <p style="text-align: right;">Page 132</p>

<p>1 know, quick trips and such as that. We're 2 actually looking for people that actually have 3 feet on the ground, and working in a foreign 4 location under a task order, or a contract.</p> <p>5 This we're not limiting it to FPDS-NG, 6 although it can be verified on FPDS-NG because we 7 understand that there are, sometimes there are 8 contracts and task orders that may be coded as 9 taking place in the United States, but there's a, 10 you know, a very, a significant contingent that's 11 being performed overseas, and we'll accept that as 12 long as the contracting officer agrees that, yes, 13 there is work being performed on in a foreign 14 location.</p> <p>15 And I would say this. I would say that 16 you, just as I was talking about PSCs and, well, I 17 will be talking about LETs, but just as I was 18 talking about experience in using your reasonable 19 judgment and discretion about whether that PSC 20 fits, I would also tell you to use your reasonable 21 discretion about whether or not you think that 22 this is work being performed in a foreign</p> <p style="text-align: right;">Page 133</p>	<p>1 opportunity up to seven instances where you can 2 use a PSC project in your LETs, if that LET is in 3 one of those PSC projects.</p> <p>4 So you do get, you get, you do get that 5 advantage that you can use a PSC once in your 6 LETs, up to seven.</p> <p>7 Now, the verification of the LETs little 8 bit different than the PSCs because it's not an 9 FPDS issue. That verification is going to be 10 (inaudible) if FPDS incorrect or 11 not complete. We expect, you know, 12 we'll expect the 13 LET project templates to be filled out. 14 We expect the statements of work with, highlighted 15 in yellow as we asked showing those parts, you 16 know, that satisfy that LET. We also expect the 17 award form, and the sign off from the CO, or the 18 COR just as I was talking about in the PSCs to 19 verify that.</p> <p>20 The leading edge technologies we've got 21 them defined for the RFP on the J.P-4. We have 22 one LET's that you get, if you notice, you get</p> <p style="text-align: right;">Page 135</p>
<p>1 location, understanding that you can't use the 2 TDYs and the short trips and stuff like that.</p> <p>3 So if you use your reasonable 4 discretion, we, in part, will use our reasonable 5 discretion to see if we agree with what you're 6 telling us. If our reasonable discretion tells us 7 that, yeah, we'll say that's in a foreign 8 location, then you get the points. If not, then 9 you won't get the points, but, you know, you just 10 use your discretion. If you think work is being 11 performed in a foreign location, give yourself the 12 benefit of the doubt, and if we disagree with you, 13 we'll remove the points.</p> <p>14 Okay. The leading edge technology. 15 That's the other relevant experience part of this 16 RFP. Just as the PSCs, a project can be used only 17 one time in LETs. It can't be used another, more 18 than once.</p> <p>19 You do get an advantage though because 20 the cross- pollination between PSCs and LETs. You 21 can actually use a PSC project one time in the 22 LETs. So what that gives you, it gives you the</p> <p style="text-align: right;">Page 134</p>	<p>1 graduated points. There's three LETs within each 2 one of the ten LET categories for a total of 30. 3 You could ultimately have a total of 30 LET 4 citations.</p> <p>5 You can see the graduated points that 6 you get a 100, 200, 300 for each of those, for 7 each one of those, and it's cumulative so you get 8 a total of 600 points for each LET if you've got 9 all three marks on them.</p> <p>10 And the other things, the other, the 11 only bonus points for the LET is the breadth 12 across LETs. You wouldn't get breadth for three 13 LETs within a single LET, but the more leading 14 edge technologies that you can hit, the more bonus 15 points that you can get.</p> <p>16 And that's another one of the -- I would 17 say, this. Please don't take up time sending me 18 questions about typos, or when you do your index 19 card, because I'm, after all the questions you 20 guys have sent in, I'm fully aware of all the 21 typos that are in there the RFP, and I have 22 already fixed the JP-2 documentation verification</p> <p style="text-align: right;">Page 136</p>

<p>1 so that those will add up correctly. When 2 somebody brought up that question, I went in and 3 pulled it from, direct from FPDS-NG, and typed in, 4 yes, into each one of those, and for the first 5 one, the 500 didn't, 500 points didn't come up. 6 So I've already fixed that. There will 7 be an amendment that we'll be fixing all of the 8 typos and everything. It'll be forthcoming. It 9 probably won't be that long that amendment will 10 come out that we'll have all those fixed. 11 So you probably want to ask more 12 substantive questions than just to let me know 13 that there was a typo somewhere, because I'm fully 14 aware of all of them. 15 Okay. We'll go directly into past 16 performance. Okay. The only information that 17 we're asking, the only past performance projects 18 that are supposed to be submitted in accordance 19 with the RFP is from the PSC. So we will have, 20 and we require a past performance on each one of 21 the PSC relative experience citations that you 22 used. So it will be a total of up to seven past</p> <p style="text-align: right;">Page 137</p>	<p>1 in, it populates down the side of how many points 2 you get for each one of the PSCs. If you only had 3 three, then it'll populate a different number that 4 goes down the side. 5 So it is working. You just have to 6 remember to put the number of projects in that 7 square. And I'll try to make it more apparent in 8 an amendment because I've got to fix that form 9 anyways, and I'll make it, highlight or bold it or 10 something like that so that everybody's aware that 11 you should put that number in there. 12 Okay. As far as past performance is 13 concerned, if there a PPIRSs, and what we're 14 asking for is the most current PPIRS's past 15 performance report, if that's, if you have that 16 all we want and that's all we need for past 17 performance. 18 If for some reason, that PPIRS doesn't 19 exist, you know, every federal agency is, unless 20 it's classified information, you know, classified 21 task order, but for the most part, every agency is 22 required to put that past performance information</p> <p style="text-align: right;">Page 139</p>
<p>1 performance if you use, if you do all seven PSC 2 codes. 3 Actually, I was a little amiss for not 4 mentioning this in the morning session, but it 5 will be recorded, and that's for sure. So I guess 6 when you go back, listen to both, if you want to 7 listen to these transcripts, listen to both 8 sessions because you might get something more out 9 of one than the other and vice versa. 10 I had a lot of comments about the past 11 performance not adding up correctly. I went back 12 to the sheet, and I figured out what was going on. 13 They are adding up correctly. I may, in an 14 amendment, I may put a bold block around where 15 you're supposed to put this in. 16 We do say that all you're supposed to 17 put in is, yes, down the line, but there's one 18 instance where you put a number instead of yes. 19 And we're asking you how many projects are you 20 submitting in past performance. For instance, if 21 you had all seven PSCs, there's a little block 22 that you put seven in. Once you put that seven</p> <p style="text-align: right;">Page 138</p>	<p>1 into CPARs, which flows into PPIRSs. 2 But if for some reason, it's not in 3 there, we've provided you a past performance 4 template. That template is, dovetails exactly 5 with what we see in PPIRSs and what those rating 6 elements are. 7 So what we require is that you send that 8 to your customer and that customer has to fill out 9 that past performance template. That past 10 performance template, the customer can send it 11 back to you. They have to send it back to you. 12 And it has to be part of your package. 13 So just make sure when you send that 14 past performance out, hopefully, you've got 15 PPIRSs. That's the easy way. But if you don't, 16 then make sure that they send that template back 17 to you, and it's part of your package. Everything 18 has to be part of your package. We won't take 19 anything outside of your proposal that you send to 20 us. So if we get a FedEx with a past performance 21 in it, oh, well. 22 If you do have a negative past</p> <p style="text-align: right;">Page 140</p>

<p>1 performance, we do provide you the opportunity to</p> <p>2 write a one-page narrative explaining that</p> <p>3 negative past performance which can help you</p> <p>4 significantly, you tremendously if there is</p> <p>5 negative past performance because it may negate</p> <p>6 every, you know, at the very least may cause you</p> <p>7 to get a neutral.</p> <p>8 But we do, we do ask for that one-page</p> <p>9 narrative. I know that in the table it says</p> <p>10 double-sided, which is I've got tons of questions.</p> <p>11 what do you mean by double-sided if it's one page?</p> <p>12 That's another amendment that's going to</p> <p>13 change. It is just one page, and it's hard to</p> <p>14 double side one page.</p> <p>15 Okay. System certifications and</p> <p>16 clearances. Probably, the most important thing</p> <p>17 that I need to say about this section is that,</p> <p>18 okay, if you're a prime contractor just proposing,</p> <p>19 no team of subs, of course, all of these</p> <p>20 credentials have to be in your name. If you're a</p> <p>21 joint venture with a team of joint venture</p> <p>22 members, one of two things, either the joint</p> <p style="text-align: right;">Page 141</p>	<p>1 subcontractor is doing all the work. We're</p> <p>2 looking for utility under these credentials.</p> <p>3 The cost accounting system and audit</p> <p>4 information, that's a major change from the</p> <p>5 original Alliant Small Business. I don't know if</p> <p>6 any of you guys were involved in that, but on the</p> <p>7 original small business, that was a go-no go</p> <p>8 factor. You either, you had it just as we had it</p> <p>9 written now. You either had it or you didn't have</p> <p>10 it. You couldn't even play if you didn't have</p> <p>11 accounting systems that had been audited and</p> <p>12 determined adequate for cost reimbursement</p> <p>13 contracting?</p> <p>14 So this is a huge change. This is just</p> <p>15 simply another scoring element. So it does,</p> <p>16 you're not prevented from submitting an offer</p> <p>17 because you don't have that, because potentially</p> <p>18 you may be able to make it up in different areas</p> <p>19 and get points in different areas, and maybe make</p> <p>20 it up and get into the top 80.</p> <p>21 But it is, it's important to us for the</p> <p>22 same reason that I was mentioning earlier about</p> <p style="text-align: right;">Page 143</p>
<p>1 venture has the credential itself, or every single</p> <p>2 member of that joint venture has that credential</p> <p>3 up to the levels that you're getting, that you're</p> <p>4 claiming those points.</p> <p>5 The other thing, that's the same for a</p> <p>6 prime and a team of subcontractors. The prime</p> <p>7 contractor --</p> <p>8 SPEAKER: (Off mic.)</p> <p>9 MR. BYRD: : That's right. I'm glad I</p> <p>10 caught myself there.</p> <p>11 If it's a prime and a team of</p> <p>12 subcontractors, it's just the prime contractor</p> <p>13 that has to have those certifications.</p> <p>14 I know when I'm going astray.</p> <p>15 (Laughter)</p> <p>16 MR. BYRD: : You know, frankly, the</p> <p>17 primary purpose of that is that these credentials</p> <p>18 lose their utility. If it's just a hodgepodge of</p> <p>19 different credentials from different</p> <p>20 subcontractors, it doesn't mean anything. It</p> <p>21 doesn't mean anything on the task orders that are</p> <p>22 awarded under the contract unless that particular</p> <p style="text-align: right;">Page 142</p>	<p>1 the cost reimbursement contracting, and the</p> <p>2 popularity of it under our contracts and our</p> <p>3 customers and what they want. The other thing is</p> <p>4 that GSA is not going to sponsor any cost</p> <p>5 reimbursement audits either.</p> <p>6 The rest of them, you know, when we're</p> <p>7 talking about -- I'll already tell you now that I</p> <p>8 already know that approved purchasing systems, we</p> <p>9 may not get one small business that has an</p> <p>10 approved purchasing system, but it worked.</p> <p>11 When we were talking about the Alliant 2</p> <p>12 and the Alliant 2 Small Business, we were using,</p> <p>13 we're trying to keep them as close as possible to</p> <p>14 each other. There are small businesses that have</p> <p>15 approved purchasing systems, and if you have it,</p> <p>16 that's great, and then you would get the points.</p> <p>17 But I think that on the original Alliant</p> <p>18 Small Business, it was an evaluation factor, but</p> <p>19 we only had one, maybe two contractors that</p> <p>20 actually had it. But it is part of the scoring</p> <p>21 system. All of these, the approved purchasing</p> <p>22 system, forward pricing rate agreements, earned</p> <p style="text-align: right;">Page 144</p>

<p>1 value management system, acceptable estimating 2 systems, those are all, it's clear the 3 documentation what we're looking for is in the 4 RFP. It's clear to us. At least we think it is. 5 You know, it's simply just the report 6 that says that, you know, the document, the 7 letter, whatever it is that just says that you 8 have that credential, and that you have forward 9 pricing rate agreements, and they've been 10 approved, and such as that. So that's the 11 document that we're looking for. 12 The ISOs and CMMIs, that's pretty 13 straightforward; You either, you have it, and you 14 have the certificate, or you don't. So that's 15 pretty straightforward too. 16 Okay. The organizational risk 17 assessment. There's a few things I want to 18 mention about this. It is -- want to make clear 19 about what our definitions are of some of these 20 things. 21 It is, I would imagine that in an 22 amendment, or I know in an amendment that we're</p> <p style="text-align: right;">Page 145</p>	<p>1 If they previously performed, and they, 2 as a prime and subcontractor relationship, then 3 you can get the points if you've done it with each 4 one of your subcontract members. 5 Now, it can't go in reverse. The prime 6 contractor that's proposing under the Alliant 2 7 Small Business, they had to have been the prime 8 contractor in this prime/sub relationship. The 9 other company couldn't have been a prime and 10 subbed to the prime that's submitting on A2SB. 11 The prime contractor had to have been the prime 12 contractor with that relationship. 13 Here's what we mean by previously 14 performed. For the purposes of this evaluation 15 factor, previously performed is defined as 16 performance that took place before the issuance of 17 the A2SB solicitation. The exact words are not in 18 the RFP right now, but by amendment, they will be 19 in the RFP later. 20 There's also, there's two words that are 21 critical there. The one is that just defined 22 which was "previously". The other one is</p> <p style="text-align: right;">Page 147</p>
<p>1 going to make it more clear. 2 A business arrangement. You get the 3 points if you previously performed as this 4 business arrangement. A business arrangement to 5 us is an individual company, that's a slam dunk. 6 There's nothing else to do. You just give 7 yourself the points because you're just an 8 individual company and you had performed as 9 yourself. 10 A joint venture, a joint venture and its 11 members. If a joint venture has previously 12 performed as that same joint venture before the 13 release of the RFP, then they would be able to get 14 those points. 15 The way that we've defined it with a 16 prime contractor and his proposed first tier 17 subcontractor team, a prime contractor has to have 18 subcontracted to each one of the members of the, 19 each one of the subcontractors that they're using 20 previously, and to use, and I'm going to explain 21 what previously performed means here in just a 22 second.</p> <p style="text-align: right;">Page 146</p>	<p>1 "performed". We're not looking for contract, 2 we're not looking for just agreements or just 3 subcontracts that have been (inaudible) and 4 there's been no performance on any work 5 whatsoever. 6 What we're looking for is performance. 7 If you have a sub, if you as a prime contractor 8 offering with a team of subcontractors, and you 9 are, all of your subcontractors you have had, they 10 have subcontracted to you in the past, it had to 11 have been work that was actually performed. Work. 12 Not just an agreement. We all know what work 13 means. They're actually doing work under the 14 contract or under the task order. 15 So that's what previously performed 16 means, and we will tighten that up in an 17 amendment. 18 Okay. I'm almost -- how am I doing on 19 time? 20 MR. COLE: You should finish this part, 21 and then we'll do the questions. 22 MR. BYRD:: : Yeah. I'm going to run</p> <p style="text-align: right;">Page 148</p>

<p>1 through this part. I'm just going to make sure 2 that there's not something specifically that I 3 need to tell you about it, but it's the cost 4 price. GSA scheduled pricing, I've had dozens of 5 questions about this. GSA scheduled pricing has 6 nothing to do with this cost and price. This is 7 for this multiple award IDIQ contract.</p> <p>8 We've given you the ranges that we 9 consider to be fair and reasonable for direct 10 labor. It's just direct labor only. What the 11 employee is being paid. No fringe benefits, 12 nothing like that. Just the direct labor.</p> <p>13 We've told you what we thought is 14 reasonable and in a range. You go outside of that 15 range, either over or under at your own peril. If 16 you do it, if you do outside of that range --</p> <p>17 SPEAKER: Can't hear you.</p> <p>18 MR. BYRD:: : Oh, I'm sorry. I'm 19 sorry. What I was saying is that we've provided 20 those ranges for direct labor, and it's direct 21 labor only. It doesn't include any fringe 22 benefits, no G&amp;A, no overhead, just what the</p> <p style="text-align: right;">Page 149</p>	<p>1 So without dictating what you, the price 2 that you propose, we're just telling you that 3 we've already set these ranges which we determined 4 to be fair and reasonable.</p> <p>5 The other thing that I want to make 6 mention is that you're only going to be putting 7 those direct labor rates and overhead in year one, 8 because the spreadsheet's going to auto populate. 9 We do allow you can create more columns under your 10 direct, I'm sorry, under your indirect for your 11 G&amp;A and overhead, just to accommodate different 12 companies in different ways, that they established 13 their overhead so you -- the only thing that you 14 can alter in that is to create new columns, and to 15 put in, you can create the columns, you may not 16 need to create any, but you put in your direct 17 labor rate, you put in your overhead rates, it'll 18 automatically auto populate all ten years.</p> <p>19 We have an escalation built in of 1.93 20 percent. It does say 1.8 something percent in the 21 RFP, but that's another one of those artifacts 22 that needs to be taken care of from all the drafts</p> <p style="text-align: right;">Page 151</p>
<p>1 employee is being paid.</p> <p>2 What I was saying earlier is that we've 3 determined that range to be fair and reasonable on 4 its face. We don't limit you. You can outside of 5 that range. This applies to the profit that we've 6 always put at 7.5 percent. That profit of 7.5 7 percent, remember these labor rates only apply to 8 time and materials, and labor hour type task 9 orders, which is minimal risk for a contractor.</p> <p>10 And you go outside of those ranges, what 11 I was saying is that you do that at your own 12 peril. We've determined those ranges to be fair 13 and reasonable. If you do go outside those 14 ranges, if you go above or below the range that we 15 put, we expect to see an explanation as to why you 16 did that.</p> <p>17 Same thing applies to overhead. If you 18 do things that are not in accordance with your 19 approved (inaudible), approved accounting systems, 20 whatever, if you do things outside of that, you'd 21 have to explain that also. We also require you to 22 explain any profit that's above the 7.5 percent.</p> <p style="text-align: right;">Page 150</p>	<p>1 that we've done because we did an upgrade to the 2 escalation.</p> <p>3 We do, also do -- and we'll fix that in 4 an amendment. We also do allow at the option 5 period, we're going to relook at that, that 6 escalations, and we'll take the three previous 7 years, so we will do an economic adjustment at the 8 option period if it has substantially gone up or 9 down.</p> <p>10 So it will populate it for all ten 11 years. It's a possibility that there'll be a 12 reestablishment at the option period for the 13 escalation that's build into the contract.</p> <p>14 Let me make sure there's nothing in here 15 important I need to you guys.</p> <p>16 (Pause)</p> <p>17 MR. BYRD:: : Here's a government site 18 and a contractor site spreadsheet.</p> <p>19 Okay. On the final one, this will be a 20 quickie. The final one, I think I've already said 21 most of what I need to say about the 22 responsibility. Under the Volume 7,</p> <p style="text-align: right;">Page 152</p>

1	responsibility is basically for the purposes of	1	days to come.
2	the RFP is to submit the Standard Form, GSA Form	2	So I'll turn it over to you. Are you
3	527 for the financial resources of the company.	3	ready?
4	And it's just the same as I said earlier. We have	4	MR. BYRD:: : All right, as Dean said,
5	to have it for, if it's a prime subcontractor	5	we definitely won't be able to get through all
6	relationship, CTA teams, we have to have it for	6	these questions. But for the remaining time that
7	all members. If it's a joint venture, we have to	7	we have, I'll go through as many as we can, the
8	have it for all members.	8	ones that I will answer.
9	Members, subcontractors can submit that	9	(Laughter)
10	information in sealed envelopes to the prime	10	MR. BYRD:: : We do get some very good
11	contractor, and those sealed envelopes can be part	11	questions. Some of them may be very nuanced that
12	of their proposal, but they have to be, and so	12	we actually need to speak among ourselves, you
13	everything has to be in the offerors' proposal.	13	know, to determine how we want to answer those
14	And I'm going to stop, I think will come	14	questions. Those questions will probably,
15	-- I think Dean will come. We're about to take a	15	probably, they will be answered more formally in
16	break, and we'll start collecting questions and	16	questions and answers that will be posted to
17	stuff.	17	FedBizOpps, but I'll get through as many of these
18	MR. COLE: Yeah, we'll go ahead and take	18	as I can today.
19	a break, let's make it 15 minutes just so he has	19	Okay. First question. Under 5.1.5.2,
20	plenty of time to, so we can get through all the	20	the subcontractors need to have a previous
21	questions, you have time to turn them in.	21	relationship with the prime contractor to submit.
22	So that'll be -- let's take a break. Be	22	5.1.5.2 is the proposed subcontractor's CTA, prime
	Page 153		Page 155
1	back here at five 'til three, and then we'll start	1	with subcontractors.
2	going through the questions.	2	They actually ask two questions. I'll
3	So we've got folks walking around	3	answer them. The simple answer to that questions
4	collecting index cards. You can run them up here	4	is, no, they don't.
5	if you'd like, and I'll gather them as well.	5	Here's the second part of that question.
6	(Recess)	6	If they don't, and can be submitted, then prime
7	MR. COLE: This has to be part of the	7	loses points in 5.5.1.
8	official record. But we will address as many of	8	That's incorrect. They don't lose any
9	them as can today. And, also, please even though	9	points. They just are not able to gain additional
10	you submitted a question here, I think I brought	10	bonus points that are in the RFP.
11	this up earlier, please submit them in writing	11	We're not going to take points away from
12	again via email to A2SB@gsa.gov. That way it's --	12	anybody. If they can't do the contract, they
13	I know you've had to scribble the questions down	13	can't gain the points in the contract and the risk
14	pretty fast, and Greg will give you more time to,	14	assessment, if they can't gain the, it's just
15	if you word the question a little more detailed,	15	points that are available as a bonus for that
16	and give us time to answer it in more detail, but	16	risk, under that risk assessment. We're not
17	all questions will be considered.	17	taking points away from anybody.
18	And we will be also posting --again, the	18	Let's go to the second one. Okay. This
19	transcript will be posted at FedBizOpps. The	19	is line with the same one, and I just want to
20	slides will be posted to FedBizOpps.	20	correct words that are being used in the question.
21	We will be doing some questions and	21	Are we correct in understanding that
22	responses that will also be posted up there in the	22	there is a 7,500 point penalty if a company
	Page 154		Page 156

<p>1 partners with another vendor with whom they had 2 not worked with previously. No. There will not 3 be a 7,500 point penalty. We're not going to take 4 seven thousand five hundred points away from 5 somebody because they don't, they don't gain the 6 contract, the contractor risk assessment.</p> <p>7 This is a, it's important. I mean, this 8 is an important issue as far as the contractor 9 risk assessment. It's important to us. We want 10 highly performing contractors. There can be, not 11 necessarily has to be, but there can be backed up 12 with a lot of research, high risk involved in 13 newly-formed ventures and joint ventures, 14 prime/subcontractor relationships. Those risks 15 that we may not even be aware of.</p> <p>16 And so that's why if companies had 17 previously performed together, whether it's a JV 18 has previously performed, an individual 19 contractor, an individual company itself 20 proposing, or if it's a prime and subcontractors 21 that they can show that they have subcontracted on 22 past performance, on previous performance to each</p> <p style="text-align: right;">Page 157</p>	<p>1 We've also said that we were making 80 2 awards. You'll notice the comment in the RFP that 3 even if there's a single point difference between 4 Offeror No. 80 and Offeror No. 81. 81's not 5 getting an award, and 80 is getting an award. The 6 only caveat to that is if there's a tie only at 7 the 80 position. If there's a tie at the 80th 8 position, then both of those offerors or multiple 9 offerors, would get awards.</p> <p>10 If there's a tie at the 39th position, 11 one of those offerors takes the 39th position, the 12 other offeror takes the 40th position. The only 13 time a tie increases the number of awards is at 14 the 80th position. Got that out.</p> <p>15 And, no, there are not minimum points. 16 We didn't establish minimum points as a go-no go 17 factor. This is new to use also. We would 18 probably be able to, you would market research, 19 you'd be able to answer that question on the 20 Alliant 3 Small Business because we would have had 21 the history of this.</p> <p>22 (Laughter).</p> <p style="text-align: right;">Page 159</p>
<p>1 one of their subcontractors, then they will gain 2 the 7,500 points for the risk assessment.</p> <p>3 And it's important to us. We want 4 contractors that can perform under our contracts. 5 But it's not a penalty. It's just like any other 6 additional bonus points that's throughout the 7 solicitation or the RFP that you can gain if you 8 actually have that.</p> <p>9 This is also a very frequent question 10 that I get. Given your extensive market research 11 for A2SB in order to save SBEs, time and money can 12 you share with the minimal PSC code point value, 13 and the minimal LET code point value should be 14 before considering the bid on A2SB?</p> <p>15 We don't have any minimal points. It's 16 just the top 80, and if there's a ties at 80. 17 Actually, &lt;inaudible&gt;, I'm actually going to step 18 away from my questions for just a moment, so I can 19 state one thing.</p> <p>20 As in Section M, what we said, we are 21 making, it's awards that being made to the highest 22 technically rated, fair and reasonable price.</p> <p style="text-align: right;">Page 158</p>	<p>1 MR. BYRD:: : Frankly, we don't know. 2 I do not know where the points are going to fall 3 out for the top 80 under there. There's a lot of 4 people out there saying that they can figure out 5 what that number will be, but good luck to that.</p> <p>6 We'll see it when we get the proposals, 7 and the top 80 proposals we'll have a much better 8 idea of what that minimum amount to actually get 9 an award. But we don't have a minimum, and it's 10 just a business decision that each one of you guys 11 are gonna have to make when you line everything 12 up.</p> <p>13 Please clarify if you can only use a PSC 14 code once amongst the seven allowed, or just once 15 within each of the three groups.</p> <p>16 You can only use it once across all 17 seven. It's not once in a group. So the ultimate 18 number that you, number of PSC relevant experience 19 citations that you can give us is seven. That's 20 the most that you can give us.</p> <p>21 Four from one, two from two, and one 22 from three. For offeror using work performed</p> <p style="text-align: right;">Page 160</p>



<p>1 under a JV, please confirm that a majority of JV 2 members must certify that the offeror performed 3 all the work.</p> <p>4 Okay. I'm going to preface this and the 5 question that I think is being answered, and being 6 asked, this is where, if the question has to do 7 with a prime contractor that's using experience, 8 either a PSC or a LET, where they performed under 9 a joint venture, and they were the only member of 10 that joint venture that performed that work, and 11 they're using it as their own, the only instance 12 that you can use work where you weren't the prime 13 contractor, a majority of the JV members has to 14 sign off on that template verifying that you did 15 all of the work, and that means every bit of the 16 work. And that means the work work. That doesn't 17 mean the task order management from a managing 18 venture or something like that. We're talking 19 about the work that's actually being performed.</p> <p>20 If you have open seasons where you just 21 bring on the companies who finished in 81st 22 position, 82nd, et cetera, of original</p> <p style="text-align: right;">Page 161</p>	<p>1 There are two instances where you do 2 have to rerepresent your size status on the GWAC 3 on the Alliant 2 Small Business. One of them 4 would be acquisitions and mergers. I can tell you 5 now the terms and conditions of the contract if 6 due to an acquisition or merger, a contractor no 7 longer is a small business, and is now a other 8 than small business, they are removed from the 9 contract.</p> <p>10 When I say remove from the contract, 11 they're allowed, task orders are allowed to 12 continue and such, but they are removed from the 13 contract.</p> <p>14 The other time that you rerepresent your 15 size status is after the fifth year of the 16 contract. So that actually coincides with our 17 option period. The base period is five years 18 long. That rerepresentation when it takes place, 19 the contractors that rerepresent themselves to be 20 other than small, they actually, the contracts are 21 not actually terminated. They actually stay on 22 the contract, but they're re-coded as other than</p> <p style="text-align: right;">Page 163</p>
<p>1 solicitation, or will new responses be solicited 2 (inaudible) required? You know, 3 I'm going to answer that by 4 saying that it's clear in the RFP how 5 we're going to be doing open season. I would 6 suggest that you read the RFP about the open 7 season.</p> <p>8 Do awardees have to recertify as small 9 businesses, 541512, at the period of performance 10 start?</p> <p>11 The answer to that is, no, because small 12 business self-certification actually take place 13 when the offeror certifies that, and that's 14 usually when they submit a proposal. There's not 15 going to be a recertification when we get ready to 16 award, it's a one-time certification when an 17 offeror certifies at the time they certify that 18 they're a small business on the proposal. Then we 19 rely on that.</p> <p>20 So that's the, I'm going to extrapolate 21 that into some other answers to some potential 22 questions from that same topic.</p> <p style="text-align: right;">Page 162</p>	<p>1 small businesses, and the terms of the contract 2 prevents them from completing for new work under 3 the contract.</p> <p>4 The only reason that the contract, that 5 they maintain the contract is that we want to give 6 our customers the ability with a limited number of 7 exceptions to fair opportunity. I think we 8 actually spell out three of them, but the primary 9 one is the follow-on to a previously competed 10 contract. We don't want our customers to be able 11 to lose that ability to do that, because that's 12 just written into the laws and written into the 13 regulations, and we want our customers to be able 14 to do that if they want to do that. But they 15 won't be able to in the option period compete for 16 new work because they're set aside in their own 17 holding pen.</p> <p>18 So that's the two times that we 19 rerepresent. We wouldn't be rerepresenting before 20 we're making an award.</p> <p>21 If a PSC group, relevant experience, is 22 with a commercial customer, can it get the</p> <p style="text-align: right;">Page 164</p>

<p>1 multiple federal government customer bonus?</p> <p>2           Yeah, that's a good, this is a good time</p> <p>3 to mention it. Commercial work does count. Of</p> <p>4 course, there's not going to be an FPDS-NG, so you</p> <p>5 would go through the process of verification that</p> <p>6 we list. If a FPDS is not available, the</p> <p>7 signatures that take place in that instance for</p> <p>8 commercial work would be a corporate official,</p> <p>9 corporate officer that would sign off and say,</p> <p>10 yes, this type of work was performed.</p> <p>11           As far as answering the question, the</p> <p>12 answer to the question is no. It's only federal</p> <p>13 government customers that you can actually get</p> <p>14 that bonus points. And if you remember, it was</p> <p>15 one of the three where I said that the FPDS-NG is</p> <p>16 the only verification document for a multiple,</p> <p>17 yeah, for the multiple federal government</p> <p>18 customers.</p> <p>19           So, no. If it's commercial work, you</p> <p>20 would not be able to, it would not be a federal</p> <p>21 customer.</p> <p>22           How are PSCs grouped? That is, where</p> <p style="text-align: right;">Page 165</p>	<p>1 the requirements that we've had for validation,</p> <p>2 but it is a great question. And believe me, we've</p> <p>3 thought about it a lot. So here we go.</p> <p>4           It's a long question. I can paraphrase</p> <p>5 the question by basically saying what if we cannot</p> <p>6 provide proof of clear tasks, top secret type of</p> <p>7 stuff?</p> <p>8           It's not in FPDS. Top secret work,</p> <p>9 classified work, they're not required to put in an</p> <p>10 FPDS. They may be reluctant to give any</p> <p>11 information about the task order. All I can tell</p> <p>12 you is we're not relaxing any of the requirements.</p> <p>13 Like I said earlier, I don't have a silver bullet.</p> <p>14 All I can say is just do your best. We still</p> <p>15 require the verification that we require in the</p> <p>16 RFP.</p> <p>17           Are we running out of time? More</p> <p>18 questions.</p> <p>19           MR. COLE: I've got more.</p> <p>20           MR. BYRD:: : Okay. DCAA accounting</p> <p>21 system is a significant points associated. It is</p> <p>22 not something that an offeror controls. Can the</p> <p style="text-align: right;">Page 167</p>
<p>1 did Group 1, 2, 3 originate?</p> <p>2           Actually, Richard Blake (inaudible).</p> <p>3           SPEAKER: (Off mic)</p> <p>4           MR. BYRD:: : Oh, I'm not going to ask</p> <p>5 him to say anything. I'm just mentioning names.</p> <p>6           The technical -- Paul Bowen, the</p> <p>7 technical side of our house, they did a lot of</p> <p>8 extensive research on the PSCs, the PSCs that are</p> <p>9 used in Alliant 2 Small Business.</p> <p>10           Basically, what it boils down to,</p> <p>11 they're selected to represent the offering GSA</p> <p>12 wants to bring to the market. It's those PSCs</p> <p>13 that are most important to us because it's the</p> <p>14 PSCs most used by our customers in that work. And</p> <p>15 then that's how that came about.</p> <p>16           I was giving Richard a (inaudible) shout</p> <p>17 out. No, there's a lot of research done on those</p> <p>18 PSCs.</p> <p>19           The next question is a good question. I</p> <p>20 don't have an answer yet. I don't have a silver</p> <p>21 bullet answer for it. My answer to it is do the</p> <p>22 best that you can. But we're not going to change</p> <p style="text-align: right;">Page 166</p>	<p>1 government consider third party certification for</p> <p>2 compliance on acceptable requirement just like</p> <p>3 CIOSP 3, et cetera.</p> <p>4           The answer to that, we have specific</p> <p>5 reasons why we ask for the cost reimbursement</p> <p>6 contracting credentials both in experience and</p> <p>7 cost accounting systems.</p> <p>8           The answer to the question is, no. You</p> <p>9 have to have had an accounting system that has</p> <p>10 been audited and determined adequate by a</p> <p>11 cognizant federal agency, typically, DCAA, that</p> <p>12 your accounting systems are adequate for cost</p> <p>13 reimbursement contracting.</p> <p>14           They're generally tied to a cost</p> <p>15 reimbursement type of a task order, or a contract.</p> <p>16 Not generally. They are tied to a cost</p> <p>17 reimbursement type of a task order, or a contract.</p> <p>18           As I said earlier, there's reasons that</p> <p>19 we do this because we want, we have customers that</p> <p>20 we have to satisfy.</p> <p>21           Cost reimbursement is wildly popular</p> <p>22 under Alliant Small Business, and it will be</p> <p style="text-align: right;">Page 168</p>

<p>1 wildly popular under Alliant 2 Small business. We 2 want contracting officers that are prepared on Day 3 1 when the contract is awarded to be able to do 4 cost reimbursement type work. Audited accounting 5 systems, a lot of our customers do go-no goes from 6 Day 1 for cost reimbursement, that they have a 7 go-no go for those accounting system.</p> <p>8 We have to have adequate competition for 9 task orders, and that doesn't mean that some 10 contractors won't get an award because they may 11 make up points somewhere else where they don't 12 have that accounting system, the audited 13 accounting system. And they would be able to, 14 there may be an agency that will sponsor an audit 15 that awards a task order, and they may be able to 16 get that accounting system audited.</p> <p>17 For us at this point in this 18 competition, we're very firm on it. It was 19 actually a go-no go on Alliant Small Business. 20 We've relaxed that significantly. It's not a go, 21 no go. It's just one extra bonus points among 22 many extra points that you can get under the</p> <p style="text-align: right;">Page 169</p>	<p>1 Since contractors have no control of the 2 timing of CPARS to be available on PPIRS, can a 3 J.P-5 be submitted to qualify a PSC and/or LET 4 project for a period of performance of less than 5 one year?</p> <p>6 Well, the first thing, the RFP is clear 7 that if a period of performance is less than one 8 year, there's three exceptions if a CPARS or PPIRS 9 exit (inaudible). An award fee letter exists, or 10 if a, if it's less than a year and the period of 11 performance is totally complete.</p> <p>12 I'm not exactly sure what the question 13 is. I'm going to pass on that one for a minute.</p> <p>14 Okay. Would an interim top secret 15 facility clearance give vendor the points for top 16 secret?</p> <p>17 The answer to that question is that if 18 you had been provided an interim top secret 19 facility clearance, for our purposes, that's a 20 subset of a top secret facility clearance. If 21 they've awarded you an interim top secret facility 22 clearance, and you're actually performing that</p> <p style="text-align: right;">Page 171</p>
<p>1 contract, under the scoring scheme.</p> <p>2 Okay. If the offeror partners with a JV 3 as a new business entity, can the relevant 4 experience of the JV components be used if the 5 unpopulated JV consists of small businesses?</p> <p>6 Yeah, I think that I've already answered 7 that, and I think that the language in the RFP 8 actually is pretty clear on that.</p> <p>9 If we had successfully completed an ISO 10 cert that are awaiting the certificate, can we 11 submit the audit letter in lieu of the 12 certificate?</p> <p>13 You can submit it, and what the, for it 14 to be, for us to agree that it meets the 15 requirements, that letter would have to 16 unequivocally say that you were awarded that 17 certificate and it's in the mail. That you'll be 18 getting it in two weeks, or whatever.</p> <p>19 The letter can't say something like we 20 finished the audit. You can expect our results. 21 It has to unequivocally say that you actually got 22 the certification.</p> <p style="text-align: right;">Page 170</p>	<p>1 work that provided that, that they provided that 2 facility clearance to you for, then we would 3 consider that a top secret facility.</p> <p>4 But, once again, it would have to be 5 that unequivocal evidence that I was talking about 6 earlier.</p> <p>7 What if the PSC and FPDS does not match 8 the sow well, but we cannot get the CO or COTR to 9 agree to changing the PSC for the proposal, can we 10 still submit this for a, can we still submit this 11 contract for a project reference using the PSC and 12 FPDS?</p> <p>13 Now, if you remember earlier I said 14 we're not asking you to get the contracting 15 officer to change anything at FPDS-NG. All we're 16 requiring is that the PSC code, whatever the work 17 under the PSC code, that it was integral to the 18 project. We're not asking that the CO change 19 anything in FPDS-NG. All that we're requiring is 20 that the contracting officer, or the contracting 21 officer's representative sign off on it that, yes, 22 this PSC was a part of this project.</p> <p style="text-align: right;">Page 172</p>

<p>1 So, yes, you can submit it as a project.</p> <p>2 But don't try to get COs to change anything in</p> <p>3 FPDS-NG. There's other ways to verify that.</p> <p>4 L.5.2.3, leading edge technology. Can</p> <p>5 we use individual task orders on an IDIQ for LETs</p> <p>6 experience projects?</p> <p>7 Yes, you can. The task orders awarded</p> <p>8 under a multiple award IDIQ contract can be for</p> <p>9 all kinds of work, and those count as projects,</p> <p>10 and the solicitation in the RFP is pretty clear</p> <p>11 about that, because it goes through a whole</p> <p>12 laundry list of what we consider are relevant</p> <p>13 experience projects, and task orders are included</p> <p>14 in that, in that laundry list.</p> <p>15 But the RFP is what rules. If you read</p> <p>16 the RFP and the sections about the definitions of</p> <p>17 what we consider what is a relevant experience</p> <p>18 project, it is pretty clear on what that is, and a</p> <p>19 task order under an IDIQ is actually one of them.</p> <p>20 Please confirm that for an approved, I</p> <p>21 think what's trying to be said here, for approved</p> <p>22 mentor protégé 8a JV, the financial capacity and</p> <p style="text-align: right;">Page 173</p>	<p>1 Number 1 and Number 2.</p> <p>2 Our client is the Department of State.</p> <p>3 We support their IT systems that are located in</p> <p>4 many foreign locations. Can we use this as a</p> <p>5 relevant experience in foreign location? The</p> <p>6 answer to that question is the work being</p> <p>7 performed in the foreign location? If it's being</p> <p>8 performed stateside for other people in a foreign</p> <p>9 location, then that wouldn't work. But if you</p> <p>10 have people working in that foreign location, then</p> <p>11 it would count.</p> <p>12 How much time do we have left?</p> <p>13 Companies and team members must meet the size</p> <p>14 standard at time of proposal submission</p> <p>15 or at contract award. Well, the federal</p> <p>16 acquisition regulations are pretty clear on that,</p> <p>17 it's at the time that you actually say that you</p> <p>18 are -- certifying that you are a small business,</p> <p>19 typically at the submission of a proposal.</p> <p>20 What happens if a team member grows out</p> <p>21 of size standard prior to contract award? It's at</p> <p>22 the time that the proposal was submitted. They</p> <p style="text-align: right;">Page 175</p>
<p>1 past performance of the mentor will be considered</p> <p>2 without exception.</p> <p>3 What I will say is that it will be</p> <p>4 examined and considered through the evaluation</p> <p>5 rubric. This is just another question about</p> <p>6 expected number of points needed to make an award</p> <p>7 cut, and we don't have any idea what that expected</p> <p>8 number of points is, but the cut will be made at</p> <p>9 80.</p> <p>10 If an offeror is providing verification</p> <p>11 for PSC relevant experience projects through</p> <p>12 Option 2, the CO-COR signature, should they submit</p> <p>13 the most recent FPDS record for that project along</p> <p>14 with any additional FPDS records required to</p> <p>15 substantiate the information claimed on the</p> <p>16 relevant J.P.-2 form as required in Verification</p> <p>17 Method Number 1? The answer to that is yes. Even</p> <p>18 in Verification Method Number 2, where it's not</p> <p>19 all verified in FPDS, we still want the FPDS</p> <p>20 record, and the RFP's clear about that. It's the</p> <p>21 Statement of Work. It's the -- it's all clear in</p> <p>22 the RFP. Yes, we want the FPDS record in the</p> <p style="text-align: right;">Page 174</p>	<p>1 have to be a small business at the time that they</p> <p>2 certify that they're a small business. If we get</p> <p>3 size protests, then that'll be SBA that'll make</p> <p>4 that determination because we will just forward</p> <p>5 those size protests to SBA. And their rubric for</p> <p>6 looking at that is that what was their size when</p> <p>7 they said that they were a small business under</p> <p>8 the proposal? Not between the time the proposal</p> <p>9 was submitted and the time award is made.</p> <p>10 You all made this up, didn't you? I</p> <p>11 think I got a fake question here. (Laughter) How</p> <p>12 do you create a sealed envelope on a CD?</p> <p>13 (Laughter) That actually looked</p> <p>14 like your handwriting. We'll look</p> <p>15 at that ambiguity. If an amendment</p> <p>16 is needed, we will. (Laughter)</p> <p>17 Please clarify our ability to utilize</p> <p>18 PSC code projects for LETs. Yes, you can use a</p> <p>19 PSC project in an LET relevant experience project</p> <p>20 one time. So if you have seven PSC projects, you</p> <p>21 potentially could use all seven of those one time</p> <p>22 in the LETs.</p> <p style="text-align: right;">Page 176</p>

1	Can a PSC code project be used for	1	* * * * *
2	several LET references? No, it can't. It can be	2	
3	used one time.	3	
4	For additional points for MAIDIQ PSCs	4	
5	will the GSA consider multiple award contract,	5	
6	MAC, competed for state governments? No, the only	6	
7	verification for the multiple award IDIQs is the	7	
8	FPDS-NG. And the state governments would not be	8	
9	in FPDS-NG. We're looking for experience working	9	
10	under a contract, multiple award IDIQ contract,	10	
11	where you're competing for task orders under Fair	11	
12	Opportunity.	12	
13	PSC code table. Would the government be	13	
14	open to adding other PSC codes to the PSC code	14	
15	chart if the offeror can justify that the service	15	
16	under that code are IT service- related?	16	
17	MR. COLE: Greg, let's make that the	17	
18	last question.	18	
19	MR. BYRD:: : Okay. We're actually	19	
20	pretty confident on our PSC codes that we have	20	
21	chosen, especially from our technical group. And	21	
22	we believe that these are the PSC codes that are	22	
	Page 177		Page 179
1	relevant to this offering, this Alliant 2 Small	1	CERTIFICATE OF NOTARY PUBLIC
2	Business. I don't foresee any changes to PSC	2	DISTRICT OF COLUMBIA
3	codes.	3	I, Carleton J. Anderson, III, notary
4	Is that the last one?	4	public in and for the District of Columbia, do
5	MR. COLE: That's it. We want to thank	5	hereby certify that the forgoing PROCEEDING was
6	you all very much for coming out here, again	6	duly recorded and thereafter reduced to print under
7	braving the heat, braving the Metro, braving	7	my direction; that the witnesses were sworn to tell
8	security. Speaking of, we did promise them, or	8	the truth under penalty of perjury; that said
9	they actually requested that once we wrap up here	9	transcript is a true record of the testimony given
10	that folks go on back out --	10	by witnesses; that I am neither counsel for,
11	MR. BYRD:: : I'd like to make one	11	related to, nor employed by any of the parties to
12	disclaimer before I leave. If I said anything	12	the action in which this proceeding was called;
13	incorrectly up here, always remember that the RFP	13	and, furthermore, that I am not a relative or
14	rules. So it doesn't matter really what I say.	14	employee of any attorney or counsel employed by the
15	(Laughter) What matters is what	15	parties hereto, nor financially or otherwise
16	the RFP says.	16	interested in the outcome of this action.
17	MR. COLE: All right. Thank you very	17	
18	much. And again, please submit your questions to	18	
19	A2SB@gsa.gov and they will all be considered.	19	(Signature and Seal on File)
20	Thank you very much.	20	-----
21	(Whereupon, at 3:29 p.m., the	21	Notary Public, in and for the District of Columbia
22	PROCEEDINGS were adjourned.)	22	My Commission Expires: March 31, 2017
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